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S	17	2	11	3

"DIRECTLY RELATED TO TRADE"

Q: What does it mean to say that any labor/environment provisions brought back on fast track must be "directly related to trade"?

General Points (To Be Included in All Answers)

- The President is committed to pursuing three objectives: 1) to open foreign markets and create good U.S. jobs; 2) to promote labor rights; and 3) to promote responsible environmental development. Throughout this debate, our goal has been to ensure the President has the capacity to pursue all three objectives effectively.

- The Administration's bill gives the President ample latitude to accomplish his labor/environment objectives. He has many tools at his disposal:

  - Trade Agreements. The bill permits labor/environmental provisions "directly related to trade" to be brought back to Congress under fast track authority. This is only one tool he can use.

  - Side Agreements: The President has extensive executive authority to reach labor/environment agreements with countries. These agreements do not require Congressional approval. In the context of future free trade agreements, we have committed to conclude companion labor/environment agreements, when appropriate. Chile has already agreed to enter such agreements.

  - Other Agreements: This Administration has done more than any other to press countries to improve labor rights and environmental protection – and we will continue to do so, whether through the ILO, the WTO, the UN or international financial institutions. We should be concerned about improving the conditions in all countries, not just in free trade partners.

- The important point is to secure fast track authority. If we pursue trade negotiations, we have a much better chance of engaging these countries on labor and environmental issues. Rejecting fast track will not advance our interests on labor/environment.

Q: But what does the term "directly related to trade" mean?

Option 1: Narrow Definition

- Our consultations to date suggest it would allow a discrete set of provisions, with the precise definition still to be addressed. However, there is also bipartisan agreement that the President has extensive executive authority to reach strong labor and environmental side agreements – and we have committed to reach these, when appropriate.

- [If pressed: Provisions could include those establishing the principle that countries should not lower their environmental standards to attract foreign investment or those relating to the ability of a country to use sanitary/phytosanitary measures as a disguised form of trade protection.]

Option 2: Broad Definition

- The term means an agreement could address derogations from a country's labor or environmental laws with the intent of gaining a competitive advantage in trade. However, we will need to consult with Congress on the precise meaning in the days ahead.

- Regardless how these discussions proceed, we believe the combination of side agreements and other measures already give us much latitude to pursue our labor/environmental objectives effectively. Our test is whether the President can pursue these objectives, not which precise formulation emerges.

Option 3: To Be Negotiated

- We have already had some discussions with Congress about the term, and we will continue to discuss it in the days ahead.

- We think it is most productive not to conduct these negotiations in public.

- The combination of side agreements and other measures already give us much latitude to pursue our objectives. In the end, our test will be whether the President can pursue his labor/environmental objectives effectively.

Option 4: Need Not Decide Now

- At this point, the only free trade agreement we envision is with Chile – and it has agreed to enter labor/environment side agreements, which would not require fast track approval. So this issue is not implicated by any agreements we now envision.

- Should we seek to negotiate other free trade agreements, we would obviously need to consult with the Congress on all issues surrounding the negotiation, including which labor/environmental provisions might be deemed "directly related to trade".

CONTENT OF SIDE AGREEMENTS

Q: What provisions will be contained in any side agreements you reach?

A: That could vary among countries. Different countries would have different conditions and different needs. As a general matter, agreements could include provisions to:

- Promote better enforcement of a country's labor and environmental laws and regulations.
- Encourage greater transparency and public disclosure about a country's labor and environmental standards and performance.
- Provide greater technical assistance to countries to improve their labor rights and environmental protection.

We would consult extensively with Congress about our approach in any individual case.

LINKAGE BETWEEN TRADE AGREEMENT/SIDE AGREEMENTS

Q: Do you commit to reach side agreements with all future free trade agreement partners?

A: The only bilateral free trade agreement we currently envision negotiating is with Chile. We have already said we would negotiate labor and environmental side agreements in that context – and Chile has agreed to do it.

Beyond that, our approach would depend on the free trade partner. An agreement with England merits a different approach than one with a developing country. It makes no sense to adopt a cookie cutter approach. But we would move forward only after full consultation with Congress.

SANCTIONS AND SIDE AGREEMENTS

Q: Would you make any future labor/environmental side agreements enforceable through trade sanctions?

General Points (To Be Used in Any Answer)

- At this time, the only bilateral free trade agreement we envision negotiating is with Chile. Chile has agreed to enter labor/environment side agreements enforceable by monetary fines. We think that will provide sufficient enforcement.
- Therefore, the question of other bilateral free trade agreements – let alone how they would be enforced – at this point is pretty theoretical.

Q: But if there were future side agreements, would you consider using trade sanctions?

Option 1: No Sanctions

- We believe these side agreements can be enforced through monetary fines or other appropriate methods.

Options 2: Sanctions Possibly

- Our preference would be to enforce the side agreements through monetary fines or similar methods, if they can be effective. If they cannot, we would consider using trade sanctions to collect monetary fines, as we have done in past agreements. We would pursue this approach only after extensive consultation with Congress.

Option 3: Yes Sanctions

- If necessary to ensure the side agreements are enforceable, we would be prepared to negotiate agreements ultimately enforceable through trade sanctions.

Option 4: No Decision Needed Now

- Question is highly theoretical. Chile is the only bilateral free trade negotiation envisioned, and we do not feel trade sanctions will be necessary to enforce the side agreements.
- We would need to consult with Congress extensively before we pursue another bilateral free trade negotiation. If that situation arises, we will consult on this question as well.

THE WHITE HOUSE

WASHINGTON

September 11, 1997

Dear Congressman Rangel:

As we discussed, there is a program in the FY98 budget called Opportunity Areas for Out of School Youth which is very much a type of program which you have been pushing us to do.

It is aimed exclusively at out of school youth between the ages of 16-24. As you can see in the attached material, this program will provide youth services this year in Boston, Kentucky, Chicago, Houston, Los Angeles and New York City in the Haven/Port Morris sections of the Bronx.

We now have a significant opportunity to expand it. This program could really help with future education and empowerment zones initiatives. It is currently appropriated $25 million in FY98 with an additional $100 million forward funded for FY99 in the House. Even if we could only get $25 million for this year, if we could secure $250 million forward funded for FY99 as in the Senate Bill but <u>without</u> the requirement for a new authorization, this would be significant progress.

Please call me if you have any questions.

All the Best,

Gene

Gene B. Sperling
Assistant to the President
for Economic Policy

This is funds that could really help with the goals you have laid out. We should go hard for it. Call if you have any questions or have your staff call. Thanks,

Gene

OPPORTUNITY AREAS FOR OUT-OF-SCHOOL YOUTH (YOA)

- 1998 Budget Policy: The FY 1998 request of $250 M would provide first-year grants to 15-20 high poverty urban and rural areas, including EZ/ECs. Grants would average $14 M for each of 5 years, serving about 50,000 youth annually. The program's goal is to boost the employment rate of out-of-school youth in each target area to 80% from its current rate of about 45%. DOL would conduct YOA under JTPA demonstration authority. YOA pilots are operating in 6 sites with $16 M in JTPA funds. The YOA program is one of 17 in the Training and Employment Services (TES) account. TES is one of the 13 "Protected Domestic Discretionary Priorities" in the Balanced Budget Agreement.

- Latest House Action: The House committee-reported bill provides a FY 1999 Advance Appropriation (AA) of $100 M, to be available for the Program Year (PY) beginning on July 1, 1999 "only if [the program is] specifically authorized by subsequent legislation." The committee report also indicates that $25 M is available for YOA within JTPA's $43 M demonstration appropriation.

  - Administration Position: The July 28th Statement of Administration Policy on H.R. 2264, the Labor/HHS/Education appropriation bill, urges the House to provide FY 1998 resources for YOA and notes the program may be carried out under existing legislation (as pilots are now). The SAP also urges the House to fully fund the request for TES programs, in order to be consistent with the BBA.

- Latest Senate Action: The Senate committee bill provides a FY 1999 AA of $250 M, to be available on October 1, 1998, "if job training reform legislation authorizing this or similar at-risk youth projects is enacted by April 1, 1998." The Senate also provides $25 M for YOA demos.

  - Analysis: Senate action -- without the requirement that authorizing legislation must be enacted -- would delay funding availability only for three months (the FY 1998 request finances a PY beginning on July 1, 1998). YOA funding should not be contingent on the highly uncertain outcome of training reform legislation. Similar legislation met constituent opposition and failed to emerge from a contentious conference committee in the 104th Congress. Also, in May 1997, the House passed H.R. 1385, a training reform bill that does not include an authorization for YOA. The Senate companion draft bill does authorize YOA, but introduction has been delayed.

- FY 1997 Appropriations Action: Both the House and Senate denied the YOA request of $250 M in the President's 1997 Budget.

August 28, 1997

June 25, 1997

Opportunity Areas for Out-of-School Youth

Proposed in the President's FY 1998 Budget, the Youth Opportunity Areas (YOA) initiative would provide $250 million in "seed capital" grants to Empowerment Zones, Enterprise Communities (EZ/EC), and other high poverty areas to boost the employment rate among out-of-school youth to 80 percent. Congress denied a similar request in the FY 1997 Budget.

- **Five-year grants.** The $250 million request would provide competitive grants of about $14 million in the first of five years to each of 15 to 20 current and future EZ/ECs. The federal investment would total $1.3 billion over the FYs 1998-2002.
  - **Matching requirement.** Grantees would be required to enlist support of schools, business, training programs, and community groups in the target area, and include a 100 percent State/local match in the first year. The matching requirement would rise over the five-year life of the grant; at the end of the grant cycle, the program would be sustained without federal funds.
  - **Grant competition.** A "leading edge" competitive grant strategy would be used to distribute grant funds, as in the Administration's School-to-Work and One-Stop Career Center initiatives.
  - **Administrative entity.** JTPA Private Industry Councils or local workforce development boards would be the local governing body for the YOA grants.
- **Program features.** YOA would serve about 50,000 youth annually. Its features include:
  - Immediate job placement, work-based learning opportunities, and strong links to the school system. Community involvement would occur in program planning, design, and implementation.
  - Requiring responsible behavior on the part of youth as a condition of continued participation.
  - Concentrating funds in a small "target neighborhood" within an EZ/EC of about 10,000 to 20,000 persons in an effort to saturate areas and produce positive peer pressure.
- **YOA pilots.** In Summer 1996, the Labor Department used $9 million in existing JTPA demonstration funds to launch YOA pilots of $3 million each in Chicago, Houston, and Los Angeles. Pending funding availability, the grants will be extended for two additional years.

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News Release

U.S. Department of Labor

Office of Public Affairs
Washington, D.C.

Employment and Training Administration

USDL: 97-214
FOR RELEASE: Immediate
Wednesday, June 25, 1997

CONTACT: Meg Schryver
OFFICE: (202) 219-8211

LABOR DEPARTMENT AWARDS THREE NEW GRANTS TOTALING $6.7 MILLION TO SERVE OUT-OF-SCHOOL YOUTH IN HIGH-POVERTY AREAS

<u>1998 Funding Expected to Reach $250 Million</u>

One rural and two urban communities will each receive over $2 million to serve youth in high-poverty areas, Secretary of Labor Alexis M. Herman announced today. The 1997 Opportunity Areas for Out-of-School Youth Pilot Project grants have been awarded to Boston, New York and the Lake Cumberland Area in Kentucky.

"I am pleased that my Administration can provide these funds to ensure that young people are able to receive needed education and job training assistance," said President Clinton. "This support will be a positive step in preparing them not only for successful careers but also for rewarding futures."

The bi-partisan budget agreement recently reached between the President and Congressional leaders provides for $250 million for an Out-of-School Youth initiative in 1998 and is critical to provide seed funds to high-poverty urban neighborhoods and rural areas--current and prospective Empowerment Zones and Enterprise Communities (EZ/ECs)--to help them increase employment among out-of-school young people as an alternative to welfare and crime.

"Through these grants, we have been able to provide much-needed hope for a few communities," said Herman. "Now we need to take everything we've learned and put it to good use across the nation."

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These demonstration projects establish opportunity areas in specific neighborhoods (with populations of 15,000 or less) like those in empowerment zones and enterprise communities. The primary emphasis is to get out-of-school youth, aged 16-24, into private sector employment. To do this, a variety of successful job training and job development strategies are used. The goal is to increase employment in the target population from below 50 percent to 80 percent.

In addition, grantees work with public and private organizations in the broader community, such as schools, community colleges, community-based organizations, private sector employers and the judicial system, to reduce the high school dropout rate in the area and to provide mentoring support, leadership development and other services that young people need to start career paths with earnings sufficient to support a family.

Research suggests that unemployment is linked to crime, poverty, teen pregnancy, drug abuse and welfare dependency.

Recipients of the 1997 Opportunity Areas for Out-of-School Youth Grants were selected through a competitive process in which 21 needy communities applied. These communities were from urban and rural Service Delivery Areas located within designated empowerment zones and enterprise communities.

The Economic Development and Industrial Corporation in Boston will receive $2,208,099. These funds will be used in the neighborhoods of Orchard Park in Roxbury and West Broadway and the Old Colony in South Boston. Approximately 3,400 youth will be served with a goal of placing 684 youth in jobs. Two employment centers will be created to provide comprehensive service delivery and to create neighborhood-based learning environments.

The New York City Department of Employment will receive $2,214,179 to provide services in the Mott Haven/Port Morris sections of the Bronx. Approximately 3,074 out-of-school youth will have access to services as a result of this award. The goal is to place 580 youth in jobs. A Community Advisory Board will oversee program linkages.

The Lake Cumberland Area Development District in Russell Springs, Kentucky, will receive $2,246,838 to assist this rural community. Approximately 1,136 young people from Clinton County and portions of Wayne County will benefit from the program. The project will seek to place 454 youth in jobs. Participants will learn customized skills and will receive certification of these skills.

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Creating Opportunities for Out-of-School Youth

U.S. Department of Labor
June 1997

PROFILE

Name
Opportunity Areas for Out-of-School Youth Pilot Project Grant

Goal
Raise employment rate of out-of-school youth to 80 percent

Funding
$8.9 million in Federal funds for 1996; $6.7 million for 1997 grantees

Target Population
High-poverty urban and rural youth, aged 16-24

Overview

Only one of every two out-of-school youth lacking a high-school diploma is employed. In high-poverty areas, only one out of every three young dropouts is employed. Their joblessness, some researchers suggest, is inextricably linked to crime, poverty, teen pregnancy, drug abuse, and welfare dependency. Without intervention, many out-of-school youth may become permanently lost to the workforce. Investments in increasing the rate of employment for out-of-school youth can lead to benefits for individuals and society as a whole.

Increasing Employment for Out-of-School Youth

On June 25, 1997, the U.S. Department of Labor awarded three new grants -- to the Boston Mayor's Office of Jobs and Community Services, the New York City Department of Employment, and the Lake Cumberland Area Development District in Kentucky. These grants provide for comprehensive services to raise the employment rates for out-of-school youth aged 16-24 in high-poverty areas – Empowerment Zones and Enterprise Communities Empowerment Zones and Enterprise Communities (EZ/ECs). The Opportunity Areas for Out-of-School Youth Pilot Project grants combine federal, state, and local community resources with strong private-sector involvement to create a comprehensive approach to job training, education, and counseling—all focused toward the ultimate goal of getting jobs for youth living in poor communities.

The grants use federal money as a catalyst to spur long-term community investments in out-of-school youth. The grant's design is based on what has worked best among the nation's education and training programs to prepare high-risk, low-income youth for better jobs.

Last year, $8.9 million was granted for three three-year pilot projects – one each in Chicago, Houston and Los Angeles. These grants were made in memory of Donald J. Kulick, a federal official who devoted much of his career supporting employment programs for youth.

The High Cost of Inaction

Rescuing young dropouts from the nation's most impoverished areas is not cheap, easy or quick. But consider the cost of doing nothing:

- The average high-school dropout earns less, contributing $230,000 less to the economy than a high-school graduate.
- The average high-school dropout pays $70,000 less in taxes over a lifetime than a high-school graduate.
- One half of all African American male high-school dropouts under age 25—and three-quarters between the ages of 25 and 34—are under some form of justice system supervision, at an average yearly cost to the taxpayer of $50,000.

Grant Recipients

Opportunity Areas for Out-of-School Youth Pilot Project grants are based on the following criteria:

1. Need in the target area.
2. The overall plan for reaching an employment level of 80 percent for out-of-school youth.
3. Commitments by area employers for a specific number of career track jobs.
4. School district efforts to reduce the dropout and truancy rates in middle and high schools.
5. Additional investments from state, local or other federal programs.
6. School-to-work efforts in the target area high school.

In addition, grantees agree to support public-private efforts to start an area CollegeBound program and to provide comprehensive sports and recreation programs in the area.

The grant recipients for 1997 are:

City of Boston This project will provide services to approximately 3,400 out-of-school youth in the Orchard Park and Old Colony neighborhoods, with a goal of placing 684 in jobs. Neighborhood teams will be responsible for outreach and case management, education and job training, dropout prevention, school-to-career and mentoring efforts and recreation and sports. An Advisory Council, composed of political, law enforcement, private sector, and community leadership, will be responsible for resource acquisition, policy development and advocacy, as well as building partnerships to ensure the long-term sustainability of the initiative. Under the project, two employment centers will be created to provide comprehensive service delivery and to create neighborhood-based learning environments.

New York City The focus of this project will be a youth opportunity employment area in the Mott Haven/Port Morris sections of the Bronx. It will serve 3,074 youth and have a job placement goal of 580. Three community organizations will form a partnership to deliver core services in education, support and skill training. A Youth Action Center will be established, overseen by a Community Advisory Board that includes project organization representatives, community members, parents and students from within the target area. The project will use a comprehensive model of outreach and recruitment, assessment and case management, training and employment activities, job placement and follow-up services. Links to other initiatives will support school-to-work efforts, dropout prevention activities, industry-based job training projects, environmental and housing rehabilitation projects, sports and recreational efforts.

Lake Cumberland Area, Kentucky This project will target the 1,136 out-of-school youth who live in Clinton County and part of Wayne County, with a goal of moving 454 participants into employment. The grant will fund BRITE (Bringing Real Improvement Through Employment), a comprehensive program of intervention to assist out-of-school youth. BRITE has several components: an Employee Certification Program, which provides customized skills training to certify workers for local industries; a career assessment and counseling service; education and skills training through an Alternative High School; GED training; occupational skills training and an internship program that leads to a high school diploma or equivalency, along with occupational or skills training. Youth may also choose from several traditional development programs, such as YouthBuild, training toward a community college certificate or degree and expanded school-to-work activities. A comprehensive sports and recreation program also is part of the initiative.

The three 1996 recipients of Opportunity Areas for Out-of-School Youth Pilot Project Grants are getting their programs started toward their ambitious goals of cutting out-of-school youth unemployment rates from as high as 80 percent to 20 percent within three years:

The City of Chicago has focused on the Grand Boulevard community on the South Side, where more than half of the residents are below the poverty line, 80 percent of 16- to 24-year-olds are unemployed, and the high school dropout rate is almost 60 percent. The goal is to enroll 525 youth in the Quantum Project, which includes mentoring, academic and vocational classes, job skills and job placement services. The project emphasizes mentoring to help the young people make the transition to work. Chicago's YMCA will train the youth in computer skills, data processing, spread sheet preparation, customer service and math and science skills. The Pyramid Career Institute will offer customized vocational training based on skills levels and needs.

Houston Works, the coordinator of the Opportunity Areas for Out-of-School Youth Pilot Project Grant in Houston, Texas, is using a total immersion technique, combining work-site skills, education, recreational activities and job placement for two predominantly Black and Hispanic communities, where between 30 and 50 percent of students quit high school and 50 percent of the youth are unemployed. Currently about 75 youth are enrolled in a GED program and are taking academic classes at an employment and training center. Youth are also in vocational programs at Houston Community College, and some who need intensive remedial assistance are tutoring elementary school students to build their skills and self-esteem and to improve their financial situations. The goal is to recruit 500, or one-third of the area's young adult population.

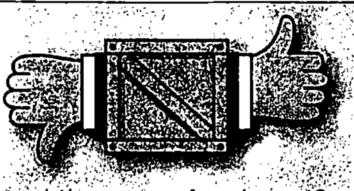
The City of Los Angeles and several partners have targeted South Central's Watts community, where half of the high school dropouts aged 16 to 24 are jobless, for comprehensive services. A Career Options Alternative High School has opened, providing at-risk students with more flexibility in attaining a high school diploma. Partners include the University of California at Los Angeles, providing work skills training and remedial education, and the Center for Employment and Training offering vocational classes. The Los Angeles Conservation Corps is hiring participants for graffiti removal and landscaping, and the Los Angeles Private Industry Council is contacting area employers to encourage the hiring of youth. The goal is to recruit at least 1,000 young people over the three-year period.

The grants announced today will operate for 18 months. It is anticipated that funding will be extended for two additional years. The 1996 Opportunity Areas for Out-of-School Youth Grants totaled $8.9 million and were awarded to communities in Chicago, Houston and Los Angeles.

# # #

BUSINESS WEEK/HARRIS POLL

FREER TRADE GETS AN UNFRIENDLY RECEPTION



President Clinton kicked off his campaign to secure "fast track" authority to negotiate trade deals on Sept. 10. His objective is to expand existing free-trade deals such as the North American Free Trade Agreement. Americans, however, don't think much of fast-track power, and they don't want freer trade. Most support NAFTA as is, although they say it hasn't affected them personally. They worry that future deals will hurt jobs and eat into wages. Support for Clinton's plan is strongest among younger, better-educated Americans. Overall, Democrats oppose expanding NAFTA.

FOR AND AGAINST

Do you favor or oppose NAFTA, the North American Free Trade Agreement signed by Canada, Mexico, and the United States?

	APRIL '95	SEPT. '97
Favor	48%	42%
Oppose	39%	36%
Don't know	13%	22%

WHO BENEFITS?

Do you think Mexico, Canada, and the United States have benefited from, been harmed by, or have not been much affected by NAFTA?

	BENEFITED	HARMED	NOT AFFECTED	DON'T KNOW
Mexico				
April '95	51%	13%	22%	14%
Sept. '97	57%	7%	15%	21%
Canada				
April '95	29%	8%	40%	23%
Sept. '97	29%	5%	34%	32%
United States				
April '95	23%	30%	35%	12%
Sept. '97	26%	34%	23%	17%

PERSONAL EFFECTS

Do you think you have personally benefited from, been harmed by, or not been much affected by NAFTA?

Have benefited	7%
Have been harmed	12%
Not been affected	71%
Don't know	10%

IS BIGGER BETTER?

President Clinton wants to extend NAFTA to include other Latin American countries. Do you favor or oppose this plan?

Favor	34%
Oppose	54%
Don't know	12%

FAST-TRACK FACTOR

President Clinton is asking Congress to renew fast-track authority for him, so he can negotiate trade deals with other countries. Should Congress renew fast-track authority for the President or not?

Should renew fast-track authority	36%
Should not renew fast-track authority	54%
Don't know	10%

SMALL PRINT

NAFTA includes side deals covering environmental and labor standard protections in Mexico and Canada. Do you think such side deals should be included in any extensions of NAFTA to other Latin American countries or not?

Should be included	49%
Should not be included	40%
Don't know	11%

ENVIRONMENTAL ISSUES

In your opinion, should U.S. free-trade agreements with other countries seek to protect the environment or not?

Should seek to protect environment	87%
Should not seek to protect environment	10%
Don't know	3%

LABOR LOVE

Should free-trade agreements with other countries aim to lift the labor standards for workers in other countries or not?

Should aim to lift labor standards	73%
Should not aim to lift standards	20%
Don't know	7%

JOB GENESIS

Do you think that expanded trade leads to an increase or decrease in the number of U.S. jobs?

Increase in jobs	37%
Decrease in jobs	56%
Don't know	7%

POCKETBOOK POWER

Do you think that expanded trade leads to lower wages or higher wages for Americans, or does it make no difference?

Higher wages	17%
Lower wages	40%
Makes no difference	38%
Don't know	5%

COMPARING PERILS

Which of these four is the biggest threat to American jobs—technological change, too much regulation, cheap foreign labor, or competition with imports?

Technological change	12%
Too much regulation	15%
Cheap foreign labor	56%
Competition with imports	17%

EDITED BY KEITH H. HAMMONDS

Survey of 1,010 adults conducted Sept. 3-7, 1997, for BUSINESS WEEK by Louis Harris & Associates Inc. For complete results of this poll, go to: www.businessweek.com or America Online, Keyword: BW

ALBERTO MENA/BW

Fast Track: Renewal of Traditiona Trading Authority

September 1997

TABLE OF CONTENTS

FAST TRACK FACT SHEET

BASIC FACTS ABOUT FAST TRACK NEGOTIATING AUTHORITY

What is Fast Track?

- Expedited Procedure: Fast track is an expedited procedure for Congressional consideration of trade agreements. The three essential features of any fast track authority are: (1) extensive consultations and coordination with Congress throughout the process; (2) a vote on implementing legislation within a fixed period of time, and (2) an up or down vote, with no amendments. Congress is ensured a central role before, during and after negotiations.

- Credibility to Negotiate Tough Trade Deals: Fast Track gives the President credibility to negotiate tough trade deals. Congress is required to vote on an agreement without reopening any of its provisions, while retaining the ultimate power of voting it up or down. Fast Track puts America in a strong position to negotiate major trade agreements while maintaining a partnership between the President and Congress that has worked for over 20 years.

How will the President Use Fast Track?

The President has identified three main areas in which new trade agreements would greatly benefit the United States.

- The WTO Agenda: The "built-in" agenda of the World Trade Organization calls for negotiations on government procurement in 1997; intellectual property in 1998; agriculture in 1999; and trade in services in 2000. In each of these areas, the United States is the most competitive nation in the world and stands to benefit the most from writing the rules of trade.

- Key Sectors of the Future: The President also wants to build on the success of the Information Technology Agreement (ITA). This $5 billion tariff cut on products for which the United States is the world's leading producer was achieved by the use of residual tariff cutting authority. The Administration has identified 8 additional sectors for future negotiations: ITA II, chemicals, automotive, oilseeds, energy equipment and services, environmental technology and services, medical equipment and services, and wood and paper products. Other APEC members have submitted their "wish lists" and there is overlapping support for many of the US suggestions. Without fast track, it is very unlikely that this process will go forward.

- Emerging Economies: The President hopes to move forward in the Asia Pacific Economic Cooperation Forum (APEC) toward the goal of open trade by the year 2010 and with a Free Trade Agreement for the Americas (FTAA) by the year 2005. In both regions, economic growth rates are among the highest in the world and barriers to US exports remain high. Tariff reductions and greater market access will have a very positive effect on our exports. Without the active participation of the United States, both of these processes will slow considerably.

COSTS OF INACTION: WHY AMERICA WILL NOT GET A FAIR SHARE OF JOBS WITHOUT FAST TRACK?

IF CONGRESS FAILS TO GIVE THE PRESIDENT FAST-TRACK AUTHORITY -- THE SAME POWER EVERY PRESIDENT HAS HAD FOR 20 YEARS -- AMERICA WILL NOT GET HER FAIR SHARE OF JOBS. Congress' failure to grant fast-track authority will leave America sitting on the sidelines as trade agreements are negotiated without our participation. This will cost America high-paying jobs, while blocking American workers from competing against the world on a level playing field.

- **Lost Jobs in Telecommunications Industry.** In November 1996, Canada and Chile reached a comprehensive trade agreement that eliminated Chile's 11 percent across-the-board tariff starting this year. As a result, American telecommunications companies competing for contracts in Chile will do so at a significant competitive disadvantage.

  Lost Jobs In Fresh Fruit Industry. Chilean fresh fruit pays a 2-percent duty when entering Venezuela (due to the Chile-Venezuela FTA), whereas American producers pay a 15-percent tariff. The U.S. Embassy estimates that the U.S. market share would grow from its current 39 percent to 67 percent if US producers had equivalent access to the Venezuelan market.

- **Lost Job Opportunities In South Asia Without Fast Track.** The South Asian countries -- India, Pakistan, Bangladesh, Nepal, Bhutan, Sri Lanka, and the Maldives -- are creating a free trade zone. Without fast-track authority, America will not be able to make fair trade agreements with this region and will American workers will not have a fair chance to sell their goods to roughly 20 percent of the world's population.

- **Lost Job Opportunities In Textile Industry Without Fast-Track Authority.** Venezuela, Colombia, Ecuador, Peru, and Bolivia comprise a market of 100 million people and a GDP of over $260 billion. As part of the effort to develop a common external tariff, the import tariff on textile goods, for example, was raised from 5 to 15 percent. Without fast track authority, America will be unable to knock down this barrier to goods made by American workers -- thus costing the United States jobs.

- **Lost Job Opportunities In Latin America Without Fast Track.** Brazil, Argentina, Paraguay, and Uruguay comprise the largest market in Latin America: 200 million people and a GDP of nearly $1 trillion. These four countries have entered into free trade agreements raising tariffs on most items imported from outside their boundaries. Thus, American firms *not located and producing within* these countries face a competitive disadvantage; this disadvantage will only grow as these countries expand the free-trade zone. Fast-track authority will give the President the chance to pry open this market and allow America to have her fair share of the jobs.

EXAMPLE: 1.8 MILLION REASONS WHY THE PRESIDENT SHOULD HAVE FAST-TRACK TRADE AUTHORITY

- **Quaker Fabric Company Lost Bid For A $1.8 Million Contract Because They Had To Pay High Tariffs.** Quaker Fabric Company -- located in Fall River, Massachusetts -- is a $200 million a year corporation with 1,750 employees. Recently, Quaker was informed by its Sales Representative in Chile that it had lost a bid for a $1.8 million a year account to a competitor from Mexico, solely because of the 11-percent tariff that Quaker must pay, while its competitors can import tariff free.

PRESIDENT CLINTON'S TRADE POLICY: A RECORD OF ACHIEVEMENT

Employment growth is strong. Unemployment is low. Inflation is stable. And incomes for American families are rising again. Part of the reason the American economy has enjoyed such remarkable success is because we are opening foreign markets to American goods and increasing the amount of American-made goods sold abroad.

- **13 Million New Jobs.** Since January 1993, the economy has created nearly 13 million new jobs, including more than 1.5 million new jobs in basic industries (1.1 million in construction and 445,000 in manufacturing). [Source: Bureau of Labor Statistics, Current Employment Statistics survey.]

- **Unemployment Rate Down To 24-Year Low.** In 1992, the unemployment rate was 7.5 percent. Today, it is under 5 percent -- as low as it's been at any time in the last 24 years. [Source: Bureau of Labor Statistics, Current Population Survey.]

- **Exports Are Up More Than $300 Billion.** Since the beginning of 1993, exports from the United States have grown by nearly 50 percent -- up $318 billion, after adjusting for inflation. Exports have accounted for 38 percent of the overall growth in the economy since 1993. [Source: Department of Commerce, Bureau of Economic Analysis]

- **1.7 Million New Export-Related Jobs -- Paying On Average 15 Percent Higher Wages.** Since President Clinton took office, the number of export-related jobs has increased by 1.7 million . These job pay an average of 15 percent more than non-trade related jobs. [Source: Department of Commerce.]

- **Smallest Deficit Among Major Economies.** After climbing to $290 billion in 1992, the deficit declined to $107 billion last year and is expected to fall to $37 billion this year -- down more than 80 percent from 1992. [Source: CBO] As a share of GDP, the general government deficit is smaller than in any major economy. [Source: OECD Economic Outlook, 6/97]

- **Family Income Up $1,600.** After stagnating for 20 years, family incomes are rising again. Since 1993, the income of the typical American family increased by $1,631, after adjusting for inflation. [Source: Bureau of the Census.]

- **High-Tech Exports Are Soaring.** Exports of semiconductors have grown 139 percent under the Clinton Administration; telecommunications exports have grown 113 percent; and exports of computers and computer-related goods have grown 54 percent. [Source: Council of Economic Advisers/Department of Treasury, April 10, 1996]

- **The World's Most Competitive Economy.** The United States has now been ranked Number One on competitiveness for five years in a row -- and up from Number Five in 1992. [Source: World Economic Forum and IMD.]

- **The World's Automobile Leader Once Again.** The United States is the world's Number One producer of automobiles for the first time since the 1970's -- overtaking Japan. [Source: American Automobile Manufacturers Association.]

- **The World's Semiconductor Leader Once Again.** The United States has regained its position as the world's Number One producer of semiconductors -- surpassing Japan. [Source: Dataquest.]

THE NORTH AMERICAN FREE TRADE AGREEMENT (NAFTA)

Several outside studies conclude that NAFTA has contributed to America's economic expansion. DRI estimates that NAFTA boosted real exports to Mexico by $12 billion in 1996, compared to a smaller increase in imports of $5 billion, and contributed $13 billion to U.S. real income and $5 billion to business investment, controlling for Mexico's financial crisis. Since NAFTA was signed, exports have grown 37 percent to Mexico and 34 percent to Canada, reaching record levels. Before NAFTA, Mexico had virtually one-way free trade into the United States. Under NAFTA, Mexico's tariff cuts have been 5 times greater than ours, leveling the playing field.

ANY WAY YOU LOOK AT IT, NAFTA HAS BEEN A JOB CREATOR FOR AMERICA'S WORKERS.

- **Jobs Supported by Exports to Mexico and Canada Have Increased More Than 300,000.** Under NAFTA, jobs supported by exports to Canada have gone up by 189,000 and jobs supported by exports to Mexico by 122,000. Export jobs are good jobs -- paying 13 to 16 percent more than the national average. [Study on the Operation and Effects of the NAFTA, 1997; Department of Commerce]

- **NAFTA Increased Net Exports to Mexico.** It is wrong to assume imports displace U.S. jobs: history shows that the U.S. trade deficit increases most when our job growth is highest. But even if you adopt the critics' methodology and look at net exports, NAFTA was a job creator. Outside studies conclude that -- isolating for the effects of the peso crisis and America's strong economy -- NAFTA caused an increase in net exports of roughly $7 billion in 1996. [DRI, 1997]

EXPERTS AGREE: IF ANYTHING, NAFTA PROTECTED THE MEXICAN ECONOMY -- AND AMERICAN EXPORTS -- FROM THE FINANCIAL CRISIS BY LOCKING IN MEXICO'S ECONOMIC REFORMS AND PROVIDING SAFEGUARDS FOR FOREIGN INVESTORS.

- **NAFTA Helped Mexico Recover Faster:** Following Mexico's 1982 financial crisis, it took Mexico 7 years to return to international capital markets, while in 1995, it took 7 months. Following the 1982 crisis, Mexican output did not recover to pre-crisis levels for five years, while following the 1995 crisis, Mexican output rebounded to pre-crisis peaks in less than 2 years. [Study on the Operation and Effects of the NAFTA, 1997]

- **NAFTA Protected American Jobs and Exports by Locking in Preferential Access:** Following its 1982 crisis, Mexico raised tariffs by 100 percent, and American exports to Mexico fell by half and did not recover for seven years. In 1995, Mexico continued to implement its NAFTA obligations even as it raised tariffs on imports from other countries. As a result, American exports recovered in 18 months and were up 37 percent by the end of 1996 relative to pre-NAFTA levels.

SINCE NAFTA WENT INTO EFFECT, MEXICO HAS CUT TARIFFS ON U.S. EXPORTS FIVE TIMES MORE THAN THE U.S.

- **Taking Share from Foreign Competitors:** U.S. suppliers have increased their share of Mexico's import market from 69.3 percent to 75.5 percent, reflecting a 10 percentage point tariff advantage over foreign suppliers.

TRADE AND LABOR PROTECTIONS UNDER PRESIDENT CLINTON

President Clinton is committed to ensuring that trade expansion benefits all American workers and international competition is consistent with internationally accepted labor standards. Internationally, he has done more than any other President -- advancing core labor standards through the North American Free Trade Agreement (NAFTA), the World Trade Organization (WTO), the International Labor Organization (ILO), and the Organization of American States (OAS), and encouraging the voluntary adoption of codes of conduct through Model Business Principles and the Apparel Industry Partnership. At home, he has fought to expand opportunities for dislocated and low wage workers through increases in training, the security of pension and health benefits, the minimum wage and the Earned Income Tax Credit (EITC).

PRESIDENT CLINTON HAS DONE MORE TO PROMOTE LABOR STANDARDS IN INTERNATIONAL TRADE THAN ANY OTHER PRESIDENT. GAINING INTERNATIONAL RECOGNITION OF THE LINK BETWEEN TRADE AND LABOR ISSUES WILL BE A GRADUAL PROCESS, REQUIRING PERSEVERANCE AND COMMITMENT. DESPITE SIGNIFICANT OBSTACLES, THE CLINTON ADMINISTRATION HAS MADE SIGNIFICANT PROGRESS ON LEVELLING THE PLAYING FIELD FOR AMERICAN WORKERS, OBTAINING COMMITMENTS ON CORE LABOR STANDARDS IN INTERNATIONAL TRADE ORGANIZATIONS, AND IMPROVING THE STANDARD OF LIVING FOR WORKERS EVERYWHERE.

- **Winning International Recognition of Core Labor Standards:** At the UN Summit for Social Development in 1995, the Administration succeeded in obtaining a commitment by over one hundred heads of State and government -- for the first time in history -- to recognition of those "core" worker rights that the Administration believes should be protected in every country, regardless of the level of economic development.

- **Protecting Labor Rights in the Hemisphere:** At the OAS Labor Ministerial in 1995, the Administration obtained a commitment from all countries in our hemisphere recognizing the importance of protecting worker rights as we negotiate the Free Trade Area of the Americas.

- **Advancing Labor Standards in the WTO:** At the Singapore Ministerial Meeting of the WTO in 1996, the Administration fought for and won -- for the first time in the GATT/WTO's existence -- a formal commitment by 128 nations to the observance of core labor standards. The WTO also endorsed collaboration with the ILO to advance this agenda.

- **Encouraging Private Sector Codes of Conduct:** In 1994, the Administration developed and disseminated Model Business Principles protecting core worker rights and encouraged private sector adoption through conferences and a best practices award. In 1996, President Clinton helped launch the Apparel Industry Partnership: a collaboration between labor, business and nongovernmental organizations to encourage adoption of a code of conduct prohibiting exploitative child labor and encouraging humane working conditions through external monitoring and consumer awareness.

- **Suspension of Trade Benefits:** The Administration suspended full trade preferences for Burma, Sudan, Mauritania, and Syria and partial preferences for Pakistan for inadequate observance of basic worker rights.

- **International Monitoring of Labor Standards:** In 1997, Administration support was decisive in the adoption of an ILO proposal to establish a mechanism to monitor countries' implementation of core labor standards. The Administration has supported examination of labor standards implementation through the Organization for Economic Cooperation and Development (OECD), conferences on core labor standards in developing economies in Asia and Latin America, and ILO Programs to combat child labor in Pakistan, Bangladesh, Thailand, and Brazil.

NAFTA IS THE FIRST TRADE AGREEMENT TO INCLUDE PROTECTIONS FOR WORKERS. THE NORTH AMERICAN AGREEMENT ON LABOR COOPERATION (NAALC) HAS ENHANCED OVERSIGHT AND ENFORCEMENT OF NATIONAL LABOR LAWS AND CREATED NORTH AMERICAN COOPERATION ON FUNDAMENTAL LABOR ISSUES -- FOR THE FIRST TIME. THE INTERNATIONAL PUBLIC SCRUTINY ASSOCIATED WITH THE NAFTA SUBMISSION PROCESS HAS BEEN AN IMPORTANT IMPETUS FOR CHANGE IN MEXICO.

- **Union Recognition and Secret Ballots:** The NAALC submission process subjects member governments to public and international scrutiny for alleged violations of labor laws; it can also lead to economic sanctions. To date, the United States has received seven submissions against Mexico, and Mexico has reviewed one submission against the United States. The review of these submissions has yielded concrete remedies. In one case, a Mexican labor tribunal granted recognition to the petitioning union, reversing an earlier decision, and afforded a new hearing for workers dismissed for union activity. In other cases, workers were permitted secret ballot elections, a practice not common in Mexico. In addition, a number of Mexican labor disputes have been settled by companies wishing to avoid the negative publicity associated with the NAFTA review process.

- **Legal Advances:** Important legal advances on labor rights have taken place in Mexico since NAFTA was signed. In 1996, the Supreme Court of Mexico issued two decisions finding state statutes restricting freedom of association unconstitutional. Mexico's Department of Labor has issued recommendations providing for greater autonomy and professionalism of tripartite labor tribunals and making the union registration process a purely administrative decision.

- **Stronger Mexican Enforcement:** Since NAFTA was signed, Mexico's Secretariat of Labor and Social Welfare reports a nearly 250 percent increase in funding for enforcement and a 30 percent reduction in the number of workplace injuries and illnesses.

PRESIDENT CLINTON HAS CONSISTENTLY FOUGHT TO ENSURE THAT THE NEW ECONOMY BENEFITS ALL WORKERS. INDEED, NO PRESIDENT CARES MORE ABOUT THE CONCERNS OF LOW-WAGE AND DISLOCATED WORKERS.

- **NAFTA Transitional Adjustment Assistance (NAFTA TAA).** The President fought for and won a special NAFTA-TAA program that or the first time provides retraining and reemployment assistance and income support to workers displaced by production shifts as well as trade, and provides income support for "secondary" workers.

- **Dislocated Worker Training.** President Clinton has doubled funding for the Dislocated Worker assistance program helping an additional 300,000 workers get training and job search assistance.

- **HOPE Scholarships and Tuition Tax Credits.** To help workers enhance their skills throughout their working lifetimes, the President fought for and won both a $1,500 two-year HOPE Scholarship and a 20% tuition tax credit.

- **Health Benefits for Job Changers.** The 1996 "Kassebaum-Kennedy" law ensures that as many as 25 million more Americans will no longer have to fear that they will lose their access to health insurance if they lose their job or change jobs.

- **One-Stop Career Centers.** To help workers make a rapid transition between jobs, the Administration is transforming a fragmented array of employment and training programs into a "One-Stop" coordinated information and delivery system. The President's budget proposed $150 million in funding to expand One-Stop Career Centers to all states in 1998.

TRADE AND THE ENVIRONMENT UNDER PRESIDENT CLINTON

President Clinton is committed to ensuring that trade expansion and increased international competition contribute to environmental protections at home and abroad. The President negotiated the first trade agreement to include explicit environmental provisions and fought to ensure that NAFTA contained mechanisms to address the unique environmental problems that have long challenged communities along the 2000-mile shared border with Mexico. President Clinton fought for and won important advances on the environment in the WTO Agreement, including a permanent forum to address the link between trade and the environment in the World Trade Organization (WTO). He has strongly and effectively implemented U.S. environmental laws to obtain improvements in other countries' environmental practices, including using, where called for, the threat of trade sanctions.

PRESIDENT CLINTON HAS DONE MORE TO ADVANCE ENVIRONMENTAL INTERESTS IN INTERNATIONAL TRADE FORA THAN ANY OTHER U.S. PRESIDENT.

- **Advancing Environmental Protections in the WTO:** The Administration fought for and won important environmental advances in the Uruguay Round of trade negotiations, including recognition in the Preamble of the WTO Agreement of sustainable development as a key objective of the WTO; strengthened agreements on Sanitary and Phytosanitary Measures and the Agreement on Technical Barriers to Trade to protect legitimate environmental measures from challenge under the Agreements; improvements to the Dispute Settlement Understanding to provide for the use of environmental experts in disputes and to make the process more transparent by allowing disputing parties to make their submissions public and requiring that a public version be provided of all panel submissions; and securing the creation of a Committee on Trade and Environment in the WTO, for the first time creating a permanent forum for addressing the linkage between trade and the environment.

- **Improved Environmental Practices Worldwide:** The Administration has aggressively implemented U.S. environmental laws, using the threat of trade sanctions where appropriate to obtain improvements in other countries' environmental practices. For example, President Clinton imposed trade sanctions on Taiwan for its failure to curb illegal trade in rhino horn and tiger bone. These sanctions were lifted when Taiwan made demonstrable progress in halting this trade.

- **Proposed an APEC Environmental Technologies and Services Sector Liberalization Initiative:** The Administration is working to advance APEC-wide sector liberalization in an industry ignored by previous administrations. High tariffs and disguised barriers to trade have limited the ability of developing countries to use the most advanced and useful technologies and services to address environmental problems from basic water and wastewater treatment needs to the need for the most advanced bioremediation technologies.

- **Forged Agreement For A Global Phaseout of Persistent Pollutants:** The Clinton Administration led the way on an agreement to phase out the use of 12 dangerous, persistent organic pollutants worldwide, such as PCBs and DDT.

THE NORTH AMERICAN AGREEMENT ON ENVIRONMENTAL COOPERATION (NAAEC) HAS LED TO UNPRECEDENTED REGIONAL ENVIRONMENTAL COOPERATION AND IMPROVED ENFORCEMENT OF MEXICO'S ENVIRONMENTAL LAWS. THE INTERNATIONAL PUBLIC SCRUTINY ASSOCIATED WITH THE NAFTA SUBMISSION PROCESS HAS BEEN AN IMPORTANT IMPETUS FOR CHANGE IN MEXICO.

- **Cleaning Up the U.S.-Mexico Border:** NAFTA's environmental institutions are addressing critical environmental infrastructure needs.

  - **\$2-3 Billion in Lending:** Over time, the North American Development Bank (NADBank) will be able to leverage its capital into \$2 to \$3 billion in lending. To date, 16 projects have been certified with a combined cost of nearly \$230 million, and construction has already begun on seven projects.

  - **Border Cleanup Projects:** The NADBank, together with the NAFTA Border Environment Cooperation Commission (BECC) and federal and state officials on both sides of the border, have identified more than 30 environmental projects along the border with a total cost of about \$500 million for their 1997-99 work plan.

- **Affordable Water Cleanup for Poor Border Communities.** NADBank is establishing co-financing mechanisms with U.S. and Mexican grant programs to provide affordable financing for poor border communities. A recent agreement will enable NADBank to combine its loans with up to $170 million in grants from the Environmental Protection Agency for border water and wastewater projects.

- **Border XXI:** The United States and Mexico have established a five-year blueprint for achieving a clean border environment. We are already cooperating to abate emissions from vehicles at border crossings, tracking transboundary shipments of hazardous wastes, and operating a U.S.-Mexico Joint Response Team to minimize the risk of chemical accidents, to name just a few activities.

- **Submission Process on Environmental Enforcement:** The NAAEC submission process -- which subjects member governments to public and international scrutiny for alleged violations of environmental laws, and can also lead to economic sanctions -- is working as intended. Under NAFTA, Mexico's enforcement of its environmental laws has improved and there has been an unprecedented amount of cooperation between the United States and Mexico on environmental enforcement.

  - **Oversight of Enforcement:** The NAFTA Commission for Environmental Cooperation's (CEC) review of citizen submissions alleging nonenforcement of environmental laws has led to an investigation of the adequacy of environmental reviews of a cruise ship pier in Cozumel, Mexico and a report on water use in the Fort Huachuca, Arizona area.

  - **Banning Pesticides.** Through the CEC, Mexico has agreed to join the United States and Canada in banning the pesticides DDT and chlordane, ensuring that these long-lived, toxic substances no longer cross our border.

  - **Improved Mexican Enforcement.** Mexico has increased the number of environmental enforcement actions from roughly 3,100 in 1991 to between 12,000 and 13,000 annually since NAFTA was signed. Mexico reports a 72% reduction in serious environmental violations in the maquiladora industry and a 43% increase in the number of maquiladora facilities in complete compliance.

TRADE AGREEMENTS AND FOOD SAFETY

America applies the same food safety standards to imports as we do to domestic products.

- **Safety of Imported Foods.** The Food and Drug Administration (FDA) figures show that, in general, agricultural imports are no more likely to present health risks from microbial pathogens than domestic agricultural products.

- **Funding Up For Inspections For Imported Pests and Diseases.** In order to protect U.S. animal and plant health from imported pests and disease, the Agricultural and Plant Health Inspection Services has increased funding for inspections 78 percent and added 44 percent more personnel since 1990.

- **Drop In Tainted Food Entering the United States.** The FDA reports that detentions of Canadian origin food products dropped 12 percent and detentions of Mexican origin products declined 30 percent in 1996.

- **NAFTA and Food-Borne Illnesses.** Recent data from investigation of food-borne illness outbreaks by the American government do not substantiate the charge that food-borne illness has increased because of expanded trade through NAFTA.

- **This Year, Vice-President Gore Announced Plan To Modernize and Increase U.S. Food Safety.** In May, Vice-President Gore announced initiative, "Food Safety from Farm to Table", to modernize and increase the safety of the nation's supply. The plan would, among other things:

    - Enhance coverage of imported foods and evaluate new methods for testing imports.

    - The Hazard Analysis and Critical Control Points regulations include specific provisions related to food imports to prevent food safety hazards before the product enters the marketplace. USDA, FDA, and EPA are also researching more efficient ways of testing for food-borne hazards.

    - Federal, state, and local governments will build a new early warning system to help detect outbreaks of food-borne illness earlier, so the food safety regulatory network can quickly respond to contain any future problems, including stopping shipments at the border and increasing testing.

ADMINISTRATION OFFICIALS ON FAST TRACK

President Clinton Said Fast Track Is Needed To Keep Economy Growing
President Clinton: "To keep our economy growing and to create these good jobs we must keep tearing down foreign barriers to American goods and services. That's why, next month, I will ask Congress to renew presidential fast track authority to negotiate tough new trade agreements. This is authority that every President from both parties has had since 1974. I will use it to negotiate trade agreements that will keep us competitive, boost our exports, create more good jobs and raise our standard of living." [Radio Address, 8/24/97]

Vice President Gore Said Fast Track Is About Our Future As A Nation
Vice President Al Gore: "America is now enjoying the longest sustained period of growth in a generation -- with a quarter of that coming from oversees trade. We need to stay on the fast track of global prosperity. We have come too far to turn back now. Free trade is working -- and as a result, unprecedented numbers of Americans are working. We need to stay the course. You see, Fast Track is about something more than a handful of trade treaties. It's about our future as a nation at the dawn of a new century." [Remarks by Vice President Al Gore, Software Publishers Association, 9/9/97]

Trade Rep. Barshefsky Called Fast Track Key Component In Our Trade Arsenal
Trade Representative Charlene Barshefsky: "We can pursue portions of our trade agenda with our existing tools. But, to seize the opportunities in the global economy and to fully meet the competition, the President needs a new grant of trade agreements implemen ting authority, or fast track. Fast track is a key component of our trade arsenal." [Testimony of Ambassador Charlene Barshefsky United States Trade Representative Before the Senate Agriculture, Nutrition and Forestry Committee Federal News Service, 6/18/97]

Secretary Rubin Called For Fast Track; Prosperity At Home Depends on Global Leadership
Treasury Secretary Robert Rubin in calling on Congress to grant the President fast track authority: "The effect of trade permeates itself throughout our economy. U.S. leadership in the global economy is thus critical to building prosperity at home and creating jobs...The world is liberalizing trade, and it's going to do it with us or it's going to do it without us." [Columbus Dispatch, 4/30/97]

Secretary Daley Said Fast Track Is Important For The U.S. Economy
Commerce Secretary William Daley: "[T]he need for fast track authority comes at a time that, in my opinion, is extremely important, and not only for the president and this administration, but more importantly, for the U.S. economy as we get to the end of this century, because there will be growing opportunities as some of these regions improve their economies, and growing opportunities for U.S. exports." [Commerce Secretary Daley briefing, (as transcribed by Federal News Service), 8/20/97]

Glickman Said Fast Track Was Essential For U.S. To Maintain Leadership Role
Secretary of Agriculture Daniel Glickman: "[I]t is essential that Congress ultimately renew the President's fast-track negotiating authority if the United States is to maintain a leadership role in efforts such as APEC [Asian Pacific Economic Cooperation]. Lack of fast-track authority ties the President's hands in trade negotiations." [Prepared Statement by Daniel Glickman Secretary U.S. Department of Agriculture before the House Committee on Agriculture (Federal News Service), 6/5/96]

Nat'l Security Adviser Berger Said Fast Track Necessary To Build Competitive World Economy
National Security Adviser Sandy Berger: "[W]e, I think, have benefited enormously as a country by the trade expansion enterprises that have been undertaken...But that agenda is not complete. We must have the authority from Congress that previous presidents have had so that we can negotiate agreements with countries who don't fear that they will be renegotiated once they're submitted to the Congress...[W]e are committed to seek the authority that we need to finish the job of building a competitive world economy." [National Security Adviser Berger Foreign Policy Speech (as transcribed by Federal Document Clearing House), 3/27/97]

PAPERS, EXPERTS & OPINION LEADERS ON FAST TRACK

NATIONAL NEWSPAPERS ENDORSE FAST TRACK

***New York Times* said President Clinton Deserves Fast Track**
"Every President for over the past 20 years has used [Fast Track] to open up foreign markets... The Administration needs Fast Track to complete negotiations... on opening markets to foreign-provided services, tightening copyright protections and prying open government contracts to bids by foreign companies. Fast Track is also needed to negotiate trade agreements with Chile and other South American countries. They are already negotiating deals with Europe, Mexico and Canada that would give exports from those countries favored access." [*NYT*, 9/8/97]

***Washington Post* Said Much Is To Be Gained By Giving The President Fast Track**
Washington Post editorial: "Free trade is good for the U.S. economy. It helps create jobs that tend to be higher-paying than average. Exports have helped revive the U.S. manufacturing sector, which not so many years ago was widely portrayed as terminally rusting. New agreements, if achieved, will increasingly play to U.S. strengths in agriculture, high-technology products and services ranging from insurance to telecommunications. Pursuing such agreements particularly makes sense because the American economy already is so open; little is to be lost, and much is to be gained, from pressuring other countries to approach the U.S. level of openness. That can't happen unless Congress gives Mr. Clinton what's known as 'fast-track' negotiating authority. [*Washington Post*, 4/27/97]

***Los Angeles Times* Supported Fast Track Authority For The President**
Los Angeles Times editorial: "Clinton needs so-called fast-track authorization to move on this opportunity to expand hemispheric trade, a goal we support. The time seems right...Congress should grant the president the fast-track authorization he needs to shape a package for Chile and bring it to a vote." [*Los Angeles Times*, 2/28/97]

***Chicago Tribune* Called For Granting Fast Track Fast**
Chicago Tribune editorial entitled "Grant Fast-track Authority Fast": "Congress should move on the president's request [for fast track] at once...Free trade means jobs and opportunity. Why is Congress standing in the way?" [*Chicago Tribune*, 8/26/97]

***Business Week* Said Fast Track Was Vitally Important**
Business Week editorial entitled "Put Fast-track in the Fast Lane": "There will doubtless be grandstanding about trade with China in coming weeks, and bellyaching about Japan's recent trade gains -- but that will pass. Fast-track authority transcends this political brouhaha, and is vitally important as an instrument to help break down global trade barriers. [*Business Week*, 5/19/97]

***Newsday* Said Fast Track Promises Americans New Jobs and Higher Incomes**
"In the long run, the issue of expanding trade in the Americas is compelling because it promises Americans new jobs and higher incomes - which is why Congress should grant President Bill Clinton "fast-track" negotiating authority so both Chile and the United States could share the benefits of increased imports and exports as soon as possible." [*Newsday* editorial, 3/6/97]

***Houston Chronicle* Said It Was "Vital" For Congress To Grant President Fast Track**
Houston Chronicle editorial: "Failure to be a major player when these trade agreements are being negotiated and hammered out among countries in regions like Latin America and Asia reduces this nation's ability to expand its exports and increase jobs at home. That is why it is vital for Congress to grant President Clinton fresh fast-track negotiating authority to develop new trade agreements in Latin America and Asia." [*Houston Chronicle*, 3/17/97]

***Boston Globe* In 1994 Said Fast Track Had Worked For Nearly Half A Century**
1994 *Boston Globe* editorial: "The so called 'fast track' method of negotiating international agreements with Congress has worked well for nearly half a century." [*Boston Globe*, 9/16/94]

***Sun-Sentinel* Said Fast Track Would Give The President Essential Flexibility**
"Fast-track...would give the administration essential flexibility in negotiating trade pacts with Chile and other Latin American nations, and with the World Trade Organization as broader accords are discussed...It's critical for Congress to be wise and think ahead...in moving swiftly but thoughtfully to provide a fast track." [*Sun-Sentinel* editorial (Ft. Lauderdale, FL), 7/15/97]

***Fresno Bee* and *Sacramento Bee* Said President Clinton Was Right To Seek Fast Track**
Editorial in both the *Sacramento Bee* and *Fresno Bee:* "Clinton is right to seek such [fast track] authority, given the advantages new trade pacts could bring to U.S. firms facing growing competition abroad." [*Sacramento Bee*, 4/27/97; *Fresno Bee*, 4/29/97]

***Washington Times* Called Fast Track an Important Initiative to Expand Free Trade**
Washington Times editorial: "This deal should be a no-brainer... To the extent that government restricts worldwide competition among producers through tariffs or other trade barriers, it taxes, in effect, consumers everywhere, including in the United States. This is Big Government in an age when Mr. Clinton said its day has passed." [*Washington Times*, 9/9/97]

***Rocky Mountain News* Said American Workers Will Be Hurt Without Fast Track**
Rocky Mountain News editorial: "NAFTA gives Congress ample precedent to approve fast-track legislation. Should Congress tarry, other fast-moving nations will leave their tracks all over American workers' opportunities" [*Rocky Mountain News*, 5/21/97]

***Arizona Republic*: President Clinton Needs Fast Track, Without It US Has No Credibility**
"Before [the reconvening of the Summit of the Americas in March], Clinton needs fast-track authority from Congress...Without fast track, the United States will not have the credibility it needs to negotiate a delicate agreement involving 34 countries." [*Arizona Republic*, 7/10/97]

EXPERTS & OPINION LEADERS ARGUE FOR FAST TRACK

Glassman Said Fast-Track Is "Vital"
American Enterprise Institute fellow James Glassman: "In order to win agreements with those countries, Clinton needs 'fast-track' negotiating authority, so Congress can't delay the deals or add crippling amendments. Fast track is vital..." [Washington Post, 7/1/97]

Dr. Tyson Said Fast Track Would Enable the President to Break Down Trade Barriers
Former economic adviser to President Clinton and current University of California at Berkeley economics and business administration professor Laura D'Andrea Tyson: "With 95 percent of the world's consumers outside our borders, we must focus on breaking down barriers to trade abroad, not building them up at home. This requires that Congress grant President Clinton and his able trade representatives fast-track authority to negotiate tough, enforceable trade agreements." [Washington Post, 7/9/97]

Hughes CEO Armstrong Said President Clinton Has Strong Pro-export Record
Hughes Electronics CEO C. Michael Armstrong: "To its credit, the Clinton administration has compiled a strong pro-export policy record..." [Arizona Republic, 8/24/97]

***Boston Globe*'s Oliphant Offered Two "Huge" Reasons for Fast Track**
Boston Globe's Tom Oliphant: "Africa is now the second huge reason (the more advanced countries of South America are the first) for Congress to grant Clinton so-called 'fast-track' authority this fall to negotiate free trade agreements -- so-called because they must be approved or rejected as negotiated, with no room for congressional tinkering." [Boston Globe, 6/24/97]

Brookings' Lustig Said We Risk Falling Off Proverbial Bicycle Without Fast Track
Brookings Institution senior fellow Nora Claudia Lustig: "Now that the rest of the region is ready to move forward with economic integration, it is ironic that the United States, after decades of promoting the principle of free trade, appears hesitant. This image can only be removed if the Clinton administration moves forward with a request for fast-track negotiating authority... Going with free trade could well be like learning to ride the proverbial bicycle: Either we keep moving forward or we risk falling off." [Brookings Policy Brief No. 20, "NAFTA: Setting the Record Straight," 6/97]

Trade Expert Baer Said U.S. Would Lose Leverage Without Fast Track
Delal Baer, a trade expert with experience in South America: "Without fast-track you have no leverage...The balance of power in terms of negotiating leverage is shifting from the United States to the southern cone because we don't bring anything to the table." [Copley News Service, 5/21/97]

Denying President Fast Track Would Be No Small International Embarrassment
Journal of Commerce senior correspondent Richard Lawrence: "But there's hope. Congress may actually do something exciting in 1997. After years of hesitation, it may enact 'fast-track' legislation, giving the president broad trade negotiating authority for which he has long longed...[T]he president must have broad new negotiating authority. For Congress to give less would be no small international embarrassment -- to both Democrats and Republicans." [Journal of Commerce, 8/15/97]

KC Starr's **McClanahan: Without Fast Track, Other Countries Will Steal Our Markets**
In his Op-Ed piece entitled "Fast-track follies: U.S. will lose lucrative markets if it doesn't move quickly," *Kansas City Starr* editorial staff member E. Thomas McClanahan wrote, "If the free-trade agenda stalls, we're going to wake up some day and discover that other countries have quietly stolen our markets -- not because of better products or more productive workers, but because too many people in our national capital couldn't be bothered. Make no mistake. If that happens, the cost will be both economic -- and political." [Kansas City Star, 7/29/97]

de Tocqueville Institution's Sobel Said Fast Track Necessary; Gives President Credibility
Alexis de Tocqueville Institution's Chairman Clifford Sobel: "...[T]he most important reason why fast track is necessary is that it gives the President of the U.S. the credibility to negotiate with foreign countries in good faith. Without fast track, it would be far more difficult for the President to conclude additional trade agreements..." [Sobel's testimony before Joint Hearings on Fast Track Negotiating Authority (as transcribed by the Federal News Service), 5/17/95]

THE WHITE HOUSE

Office of the Press Secretary
(Martha's Vineyard, Massachusetts)

Saturday, August 23, 1997

RADIO ADDRESS OF THE PRESIDENT
TO THE NATION

Martha's Vineyard, Massachusetts

THE PRESIDENT: Good morning. Today I want to talk about the tools we need to keep our economy growing in a way that helps all our people to prosper and advances America's leadership in the world as we move into the 21st century.

For nearly five years now, we have pursued a new economic course for America, with three parts: eliminate the deficit, invest in education and training, and open new markets abroad for America's products and services. It is working. The American people are enjoying the longest period of sustained economic growth in a generation -- with 12 million new jobs, unemployment below five percent, core inflation at a 30-year low. Once again, America is the world's number one exporter, the world's largest producer of semiconductors, the world's largest producer of automobiles. Our nation has been ranked the world's most competitive economy for the last five years.

With a strong and prosperous America moving into the 21st century, we must continue our successful economic strategy. In 1993, we passed an economic plan that cut the deficit 75 percent in four years. And now we have a balanced budget with an historic focus on education and incentives to bring jobs to people and places that still don't have them.

But to keep America growing, to keep America leading, we have to continue to create high-wage jobs, and to do that, we must continue to expand American exports. After all, 95 percent of the world's consumers live beyond our borders. Already, over the last four years, more than 25 percent of our economic growth has come from overseas trade. Now, that's a big reason more than half our new jobs in the last two years have paid above average wages, because export-related jobs pay, on average, about 15 percent more than non-export jobs. And today, our exports support more than 11 million good, high-paying American jobs, including one in five of our manufacturing jobs.

To keep our economy growing and to create these good jobs we must keep tearing down foreign barriers to American goods and services. That's why, next month, I will ask Congress to renew presidential fast track authority to negotiate tough new trade agreements. This is authority that every President from both parties has had since 1974. I will use it to negotiate trade agreements that will keep us competitive, boost our exports, create more good jobs and raise our standard of living.

This fast track authority will do three things. First, it gives the President the flexibility I need to forge strong agreements in sectors where our nation is most competitive -- such as agriculture, information technology, medical equipment and environmental technology. Second, it will strengthen my ability to get worldwide agreements, especially for our nation's farmers, tearing down barriers in the world agricultural market. It will also help to ensure that American companies and workers compete in the global economy in a contest that is open, with a level playing field, with rules that are fair and enforced.

Third, it will help me to negotiate more open markets with specific countries, especially in Latin America and Asia. In the coming century, these emerging markets in Latin America and Asia are expected to grow three times as fast as our own -- and their demand for United States goods and services is already taking off. If we don't seize these new opportunities, our competitors surely will. Already, since 1992, in Latin America and Asia alone, our competitors have negotiated 20 trade agreements that do not include the United States.

To make sure all our people share the fruits of increased prosperity and commerce, I also will continue to promote worker rights and responsible environmental policies with our trading partners. And I'll keep working to strengthen retraining and educational opportunities for workers here. We have to pull together, not apart, to compete and win in the global economy.

For more than two decades now, on a bipartisan basis, Congress has consistently supported initiatives to open markets and create jobs -- including the President's authority to break down trade barriers around the world. Our workers and our businesses are the best in the world, but they can't compete in the slow lane. I look forward to working closely with Congress to keep American prosperity on the fast track.

# # #

FAST TRACK FACT SHEET

BACKGROUND ON FAST TRACK

Who Has Trade Negotiating Authority?

- A Balance Between the President and Congress: The Constitution gives Congress exclusive authority to set tariffs and enact other legislation governing international trade. The President has the Constitutional authority to negotiate international agreements. If the President negotiates a trade agreement that requires changes in U.S. tariffs or in other domestic laws, that trade agreement's implementing legislation must be submitted to Congress--or the President must have Congress' advance approval of such changes.

How does Fast Track Work?

- A Strong Role for Congress: In exchange for the expedited considerations of implementing legislation, Congress retains a central role before and during the negotiating process and, equally important in determining how to implement trade agreements. Requests for fast track have always included extensive notification and consultation requirements for the President with Congress itself and with private sector advisory committees. In every trade agreement negotiated under fast track, Congress has been an active participant in identifying negotiating objectives, monitoring the actual negotiations, and drafting implementing legislation.

  - To apply fast track to a trade agreement, whether sectoral, bilateral or multilateral, the President must notify Congress in advance of his intention to sign such an agreement. For most previous grants, the advance notice requirement was 90 days; for the Uruguay Round, the notice requirement was set at 120 days. Even before the President signals his intention to enter into an agreement, the private sector advisory committees are required to report to both Congress and the President on their views as to whether the agreement meets U.S. negotiating objectives. For bilateral trade agreements, the Congress must be given advance notice of the President's intent to begin negotiations. During the next 60 legislative days, either the House Ways and Means Committee or the Senate Finance Committee can vote to deny fast track for the proposed agreement.

  - Once the negotiations have been concluded and the President has signed it, the Congress and the Administration begin a period of extensive discussions on drafting legislation. This process, reflecting the growing complexity of trade agreements, has involved an increasing number of committees of jurisdiction and interested Congressional Members. The President is required to spell out precisely how he intends to use his existing regulatory authority in implementing the agreement. Congress retains the right to vote down an agreement if, after consultation, it still finds the package unacceptable.

  - Additional Congressional prerogatives include special procedures for revoking fast track if the President fails to meet the consultation requirements. Where fast track authority has been granted with the possibility of an extension, either House retains the right to disapprove an extension provided either the House Ways and Means Committee or the Senate Finance Committee have reported out an "extension disapproval resolution."

- 60 Years of Cooperation between the President and Congress: For over 60 years, the Congress and the President have recognized that the negotiation and implementation of trade agreements require special cooperation. In the aftermath of the Smoot-Hawley Tariff Act of 1930 and the Depression, both the Congress and the President recognized that only by working closely together could trade barriers be torn down and markets opened to US goods. This new attitude was first reflected in the Reciprocal Trade Agreements Act of 1934, and has remained part of U.S. trade law ever since.

- Fast Track has Worked for Over 20 Years: In recent years, as tariffs became less of an obstacle to trade and many of our trading partners sought to protect their domestic markets by erecting non-tariff barriers, the scope of trade negotiations broadened and by agreement between the Ford Administration and the Congress, fast track was created to accommodate this broader trade agenda. It was first embodied in the Trade Act of 1974 to deal with the Tokyo Round negotiations called for in the GATT. Fast track procedures for approving trade agreements have been renewed by Congress in 1979, 1984, 1988, 1991 and most recently in 1993. As a result, Presidents have had fast track negotiating authority continuously from January 1975 until April 1994, with a brief hiatus for eight months in 1988.

FAST TRACK: WHY CONTINUING TO GIVE AMERICA THE ABILITY TO OPEN FOREIGN MARKETS IS IMPORTANT TO AMERICAN WORKERS AND THEIR FAMILIES

As the American people prepare for the challenges of the 21st century, we face a critical choice: We can meet the challenges of the future, write the trade rules and continue America's remarkable economic growth -- or we can turn our back on the world and fail to compete for new markets, new contracts, new business and new jobs. All over America, jobs have been created in small, medium and large companies that would not be here today if we did not have the ability to negotiate tough, fair trade agreements.

All over America, jobs have been created in small, medium and large companies that would not be here today if we did not have the ability to negotiate fair trade agreements.

AUTOMOTIVE INDUSTRY

- **Over 2.3 million workers are directly employed in the automotive industry.** U.S. vehicle exports totaled over $24 billion in 1996 and should grow 5% *per year* through 2002. U.S. automotive parts exports totaled $41 billion in 1996 and are expected to grow 9% *per year* through 2002.
- **Auto sales in Asia (excluding Japan) grew 65% between** 1990-1995 and may grow another 60% by 2005. Vehicle sales to Japan grew 207% between 1992 and 1996.
- **Sales in Brazil are expected to grow 55% in the next five years.**
- **From 1990-1996, U.S. auto exports to the biggest emerging markets (excluding Mexico) rose $500 million and are estimated to reach $6.1 billion by 2010.** U.S. parts exports to these emerging markets are expected to more than triple from the current $3 billion to $10 billion in 2010.

MANUFACTURING

- **18.5 million American workers -- over 15% of total workforce -- are employed in manufacturing.** Exports of goods and services have risen from about 4% of GDP in the early 1960's to over 13% today.
- **U.S. exports have grown three times faster than Japan's, five times more than Germany's since the mid-1980's.**
- **13 of the 20 largest medical technology companies in the world are U.S. owned.** The U.S. medical device industry is expected to grow 6% *per year* over the next 5 years.

INFORMATION TECHNOLOGY

- **The information technology industry generates 3.5 million domestic jobs** directly and indirectly. America is number one in the world in semiconductors, computers and software. Over the last four years, U.S. semiconductor exports have grown 139%, its telecommunications exports have grown 113% and U.S. computer and parts exports have grown 54%.
- **Nine of the world's top ten software companies are based in the U.S.**
- **U.S. software exports to the Asia-Pacific expanded 57% last year alone**, and over one-third of U.S. computer equipment exports now go to the Asia-Pacific region.

SERVICES

- **Exports of services by U.S. firms supported 3.5 million U.S. jobs in 1994.** U.S. service exports have more than doubled over the last ten years, increasing $135 billion since 1987, and $84 billion since 1990.
- **U.S. exports to emerging markets have grown at impressive rates:** nearly 30% to China, Taiwan and Korea; and over 20% to Hong Kong and Argentina.

AGRICULTURE

- **U.S. agricultural exports support nearly a million jobs** -- more than 60 percent of those jobs off the farm in processing, transportation, and trade.
- **The U.S. is once again the world's largest exporter of food and farm products,** commanding around a 22% share of global agricultural trade. Last year, our agricultural exports were twice the level of our agricultural imports -- a claim no other industry sector can make.

AGRICULTURE

- *Agriculture's future is tied to trade.* U.S. agricultural exports climbed to $60 billion in 1996, the highest ever. Since 1990, the value of U.S. agricultural exports has increased by $20 billion, or nearly 50 percent. Each week last year, on average, American producers and processors shipped out more than $1.1 billion in farm and food products to foreign markets.

- *American agriculture is more than twice as reliant on foreign trade as the U.S. economy as a whole*, with exports currently accounting for an estimated 30 percent of agriculture's cash receipts. Production from up to a third of U.S. cropland is exported.

- *Exports are agriculture's source of future growth in sales and income.* The domestic U.S. market is relatively mature and slow growing. American farmers and ranchers already produce an abundance far in excess of domestic needs, and their productivity continues to increase. Meanwhile, global food demand is expanding rapidly, and more than 95 percent of the world's consumers live outside U.S. borders. U.S. exports are growing more than three times as fast as domestic demand for foods.

- *The share of U.S. production exported averages:* 26 percent for coarse grains; 27 percent for oranges; 28 percent for grapes, broccoli, and pears; 36 percent for soybeans; 40 percent for grapefruit; 45 percent for cotton; 49 percent for rice; 54 percent for wheat; 57 percent for hides and skins; and 70 percent for almonds.

- *Total agricultural exports in fiscal 1996 included:* $9.3 billion worth of coarse grains; a record $8.1 billion in meat and livestock products; $7.9 billion in soybeans and products; $7.0 billion in wheat and flour; a record $5.7 billion in fruits, vegetables, and preparations; $3.0 billion in cotton; and a record $2.4 billion in poultry meat.

Agricultural Trade Contributes to a Strong U.S. Economy

- *Agricultural trade is important to the overall U.S. economy.* U.S. agricultural exports support nearly a million jobs -- more than 60 percent of those jobs off the farm in processing, transportation, and trade. Export-related jobs pay higher than average wages, providing good-paying jobs for American workers in rural and urban areas throughout the nation.

- *The total contribution to U.S. economic activity from 1996's agricultural exports is estimated at around $140 billion.* Each dollar in agricultural exports multiplies throughout the economy, generating farm purchases of inputs and spurring additional economic activity in manufacturing and other sectors.

- Agriculture is one of the few U.S. industry sectors that consistently runs a trade surplus, posting a surplus every year since 1960. In fact, among industry sectors, agriculture was the leading positive contributor to the U.S. trade balance in 1996 -- not chemicals, industrial machinery, or computers, but agriculture. Our agricultural trade surplus in fiscal 1996 topped $27 billion, the largest farm trade surplus in history. The surplus in agricultural trade was enough to pay for virtually all the cars imported last year from Japan and Germany combined.

- *The United States is once again the world's largest exporter of food and farm products*, commanding around a 22-percent share of global agricultural trade. Last year, our agricultural exports were twice the level of our agricultural imports -- a claim no other industry sector can make. Dollar for dollar, we export more corn than coal, more wheat than steel, more meat than aluminum, and more fruits and vegetables than CD's, records, and tapes.

Trade Agreements Help U.S. Agriculture

- *Agriculture remains one of the most protected and subsidized sectors of the world economy.* Because U.S. agriculture is among the most competitive in the world, the trade distortions in agriculture are a particular problem for the United States.

- *U.S. agriculture increasingly turns to world markets to increase sales*; trade agreements that open markets and reduce unfair competition are critical for protecting and improving the health of the U.S. agricultural sector. Free and fair trade allows one of our nation's greatest assets--the competitive strength of American agriculture--to work to full advantage.

Fast Track Is Needed for Further Trade Negotiations

- *Despite progress in the WTO and other free trade agreements, we still have a lot of work to do* in removing barriers to U.S. agricultural exports and addressing unfair competition from other countries. The only way we can make substantial progress is through broad negotiations where the United States has the ability to request concessions from other countries, and induce commitments by making some of our own.

- *To have credibility at the negotiating table, the President must be backed up by fast track authority*. Otherwise, other countries will not make the concessions we need because of fear that Congress will demand the President pull U.S. commitments off the table at the last second.

Fast Track Will Be Used to Create New Trade Opportunities

- *The Administration is seeking broad fast track authority* -- the ability to negotiate trade agreements in the WTO and in specific regions as appropriate under the changing circumstances facing our exporters.

- *Further work in the WTO is a priority for the Administration*. The WTO is the only way for us to comprehensively address the countries around the world that maintain high tariffs or trade-distorting subsidy policies. U.S. participation there will determine whether world agricultural trade liberalization continues or regresses to protectionism.

- *NAFTA has been a big success for U.S. agriculture, and broadening NAFTA membership will open up new markets for our exports.* Other regional trade arrangements, such as APEC (Asia-Pacific Economic Cooperation), the FTAA (Free Trade Area of the Americas), or new agreements in areas such as Africa are promising areas for the United States to open export markets and ensure growing opportunities for years ahead.

U.S. Agriculture Will Pay a Price If Fast Track Is Not Granted

- *Most U.S. trading partners in this hemisphere have been active in forging closer ties with neighboring countries* in an effort to provide for economic growth and export opportunities for their agricultural producers.

- *For example, Argentina, Brazil, Paraguay, and Uruguay have formed a common market, MERCOSUR,* that provides significant trade preferences to each other in this rapidly expanding region. Chile, one of the best economic performers in Latin America, has been particularly aggressive, signing trade agreements with Bolivia, Colombia, Ecuador, Mexico, Venezuela, MERCOSUR, and most recently Canada. More than 30 bilateral and regional trade agreements are already operating here in the Western Hemisphere, and the United States is party to only one -- NAFTA. While these preferential trade agreements multiply, the U.S. share of the region's total agricultural imports is declining.

- *The EU is already the world's largest trading bloc and is poised for major expansion in the next few years.* Through its "association agreements," the EU has already secured for its exporters a significant advantage in the emerging markets of Central and Eastern Europe. The only way to limit the effects of these agreements and of EU expansion, particularly in agriculture, is by negotiating further multilateral liberalization in the next round of WTO talks.

- *As a low-cost supplier of high-quality foods, the United States is well positioned to benefit substantially from trade liberalization among the 18-member APEC group.* Reducing tariffs in the fast-growing countries of the Pacific Rim could provide a dramatic boost to U.S. exports of consumer-oriented products. Without fast track, the U.S. commitment to economic development and future trade growth in the region will not be taken seriously.

- *As long as the United States lacks fast track authority, we won't be able to make any progress in the WTO.* Without a negotiating mandate, the U.S. will lack credibility to push for a fast start on WTO agriculture negotiations scheduled to start at the end of 1999. Further multilateral trade negotiations in the WTO are the most effective way to open a range of markets of interest to U.S. producers and exporters. In contrast to a web of bilateral and regional arrangements, WTO negotiations can ensure that U.S. exporters have the same chance to compete in foreign markets and allow U.S. negotiators to push for concessions that benefit all U.S. industries.

AUTOMOTIVE INDUSTRY

Fast Track means expanding trade, creating more higher paying jobs, improving our standard of living and maintaining America's global leadership. With Fast Track, the President will keep breaking down barriers to our products and services. He has outlined his broad trade objectives for opening markets in Asia, Latin America, Africa and elsewhere.

Flexibility is needed to negotiate agreements and increase exports in sectors where the United States is most competitive, such as agriculture, medical equipment, telecommunications and environmental equipment. Exports support an estimated 11.5 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.

We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the U.S. automotive industry and its workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. automotive industry and some of the difficulties our companies face around the world.

The automotive industry is one of the United States largest manufacturing industry

- The industry and its suppliers generates 5.4 percent of GDP.
- Over 1.2 million workers are directly employed in the automotive industry.

Exports have become increasingly important to this industry

- U.S. automotive parts exports, which supply the majority of industry exports, totaled $40.8 billion in 1996 and are expected to grow 9 percent annually through 2002.
- Automotive parts exports represent more than one quarter of total parts production.
- U.S. vehicle exports totaled $24.4 billion in 1996 and should grow 5 percent annually through 2002. Vehicle exports are a significant share (almost 3%) of total U.S. exports.
- U.S. exports of motor vehicles account for 7.6 percent of worldwide vehicle exports while U.S. parts exports represent 17.5 percent of the worldwide export market.

FTAA and Asian countries are the some of the greatest potential growth markets

- Vehicle unit sales in Asia (excluding Japan) grew 65 percent between 1990 and 1995 and may grow another 60 percent by 2005. Vehicle sales to Japan grew 207% between 1992 and 1996. FTAA markets also are exploding. Sales in Brazil may grow 55 percent in the next five years.

- U.S. parts exports to the big emerging markets (excluding Mexico) are expected to more than triple from the current $3 billion to $10 billion in 2010. Exports to FTAA markets will grow from $1.7 billion to $5.6 billion. Exports to ASEAN nations are also expected to triple from $600 million to $2.1 billion during this period.

- Between 1990 and 1996, U.S. vehicle exports to the big emerging markets (excluding Mexico) rose from almost $1 billion to $1.5 billion and are estimated to reach $6.1 billion by 2010. Export growth to FTAA nations will be stronger and could more than double from $1.3 billion to $3 billion.

The automotive industry is one of the world's most highly protected

- By the turn of the century, the total ASEAN market is expected to exceed 2 million units, and Thailand's production capacity alone will exceed 1.3 million. However, major barriers to entry exist, including local content requirements and tariffs ranging from 35-200 percent with an average of 100 percent.

- China, Indonesia, and Malaysia have national car programs that discriminate against foreign vehicles and parts, and the Philippines and Vietnam are considering similar regimes.

- South African tariffs range from 43 percent to 57.5 percent. It also maintains significant non-tariff barriers like local content and export requirements.

- The MERCOSUR countries anticipate a doubling of demand for automobiles by the year 2000. Brazil maintains a highly restrictive import regime for those companies not invested in Brazil while Argentina provides tariff preferences to encourage local vehicle production.

- Left intact, these barriers will exacerbate economic distortions in global automotive markets and limit the ability of U.S. producers to achieve the most competitive level of production in the United States.

Fast Track will strengthen U.S. efforts to reduce trade barriers and expand international markets which are key to maintaining U.S. competitiveness and innovation

- To combat these problems, U.S. government and industry are attempting to pursue these issues in existing multilateral and regional fora, including the WTO, APEC, ASEAN Dialogue, and by enforcing U.S. trade laws.

- The United States has made an APEC proposal that would examine both "cooperative" elements such as standards issues as well as identify and address other trade barriers in the sector.

Competition doesn't wait for U.S. leadership

- Poland is the fastest growing market in Europe and new passenger car sales could be on the order of 400-500 thousand vehicles per year. Duty rates range to 35 percent, but a larger concern are preferences granted to the E.U. under the E.U. Association agreements.

- Intra-FTAA country agreements now completed or contemplated also could limit U.S. market access. Chile's trade agreements with Mexico and Canada providing for duty free entry of automotive goods from those countries provides an 11 percent price advantage over U.S. products.

CIVIL AIRCRAFT

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Flexibility is needed to negotiate agreements and increase exports in sectors where the United States is most competitive, such as agriculture, medical equipment, tele-communications and environmental equipment. Exports support an estimated 11.5 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.

We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the civil aircraft industry and its workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. civil aircraft industry and some of the difficulties our companies face around the world.

Civil aircraft is a vital national industry

- The U.S. civil aircraft industry supports over 450,000 high-wage, highly-skilled jobs.
- Aerospace workers earn an average of 45 percent more than other manufacturing workers.

Export markets are essential to the civil aircraft industry

- One out of every two civil aircraft manufactured in the U.S. is exported.
- U.S. exports grew 18 percent between 1995 to 1996, from $25 billion to $29 billion.
- The industry generated a trade surplus in civil aircraft, engines, and parts of $18 billion in 1996.
- The U.S. share of worldwide orders (excluding the newly independent states of the former Soviet Union) for large, civil aircraft is about 70 percent. Airbus Industrie (European consortium) accounts for about 30 percent.

Low and middle income country markets are the fastest growing markets for U.S. producers.

- Asia has become the fastest growing foreign market for U.S. civil aircraft, accounting for about 45 percent of U.S. civil aircraft exports in 1996.
- U.S. civil aircraft sales to India have more than quadrupled in the last five years.

- Within ASEAN, there is a large and growing demand for airport and ground support equipment. Almost all of Thailand's demand must be met by imports. The Philippines has initiated a $3 billion refleet and modernization program. Singapore is a major purchaser of Boeing aircraft, and nine out of every ten dollars of civil aerospace industry output in Singapore is in aircraft repair and overhaul operations.

- Korea is in the midst of a major civil aviation expansion; a ten year procurement program envisions the purchase of some 230 aircraft worth about $20 billion.

- Currently, Poland has one of the youngest fleets in the world -- largely through purchases and leases with Boeing.

High tariffs and government subsidization are major barriers.

- Most U.S. competitors are heavily subsidized.

- Many foreign airlines are government-owned or controlled. These airlines are subject to political pressures from governments which support foreign competitors (such as Airbus Industrie) over U.S. manufacturers.

- Low and middle income country tariffs range from 3 to 40 percent while the U.S. has no tariffs.

- The use of offset requirements in markets such as South Africa can distort economic efficiencies. Aircraft and parts are our fourth and third largest exports to South Africa.

Fast track will help strengthen U.S. effortst to reduce trade barriers and expand international markets which will be key to maintain U.S. competitiveness and innovation.

- Like the ITA, the U.S. is pursuing in APEC further sectoral liberalization on civil aircraft.

- A Free Trade Area of the Americas would eliminate barriers to U.S. sales, and provide a powerful incentive to purchase U.S. civil aircraft rather than those of Airbus Industrie.

- Current WTO negotiations on establishing elements of a transparency agreement to offer the opportunity to secure more transparency in foreign government bids, to the benefit of U.S. firms and workers.

Competition doesn't wait for U.S. leadership

- Canada is competitive in Latin America, especially in the business and regional jet aircraft sectors. Canada already has an FTA with Chile which will provide a three percentage point tariff advantage over U.S. suppliers by 1997. This tariff differential, which will increase to 11 percentage points when the FTA is fully implemented, provides the Canadian industry a significant advantage in certain segments of the market.

ENERGY EQUIPMENT

Fast Track means expanding trade, creating more higher paying jobs, improving our standard of living and maintaining America's global leadership. With Fast Track, the President will keep breaking down barriers to our products and services. He has outlined his broad trade objectives for opening markets in Asia, Latin America, Africa and elsewhere.

Flexibility is needed to negotiate agreements and increase exports in sectors where the United States is most competitive, such as agriculture, medical equipment, tele-communications and environmental equipment. Exports support an estimated 11.5 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.

We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the U.S. energy equipment industry and its workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. energy equipment industry and some of the difficulties our companies face around the world.

The energy equipment industry has growing employment totaling about 350,000 U.S. workers.

- Shipments in 1995 were $51.6 billion.

The export market is vital to sustained growth in the industry

- Since 1990, U.S. exports of energy equipment have doubled reaching $15.5 billion in 1996 with a trade surplus of $6.5 billion.

- U.S. exports to the big emerging markets, China and FTAA countries more than doubled since 1990.

- As demand in the U.S. has leveled-off, manufacturers are increasingly looking to export markets. Exports account for an estimated 34 percent of the U.S. industry's product shipments. By 2005, energy equipment exports are expected to exceed domestic shipments.

- The estimated annual future growth rate of shipments for the industry as a whole over the next decade is expected to average 5 percent while the estimated growth rate for energy sector exports is expected to average 12 percent.

The demand for energy in low and middle income countries is expected to grow at more than twice the rate of industrialized countries

- Low and middle income countries are implementing policies designed to encourage private investment in resource development, such as removing bans on foreign investment. This should translate into more opportunities for U.S. companies in oil and gas exploration, as well as other aspects of energy services.

- Growing at 4.2 percent per year, Asian energy consumption spurred by strong economic growth will reach 60 percent of that of the industrialized world by 2015.

- Thailand is expected to invest about $22 billion in new power plants; Indonesia is spending $40 billion developing a natural gas field; China and India represent even larger potential markets as each country attempts to meet increasing demand.

- U.S. companies currently supply 66 percent of Indonesia's demand for oil exploration and production equipment.

- Venezuela may become an increasingly important market as it is opening up its petroleum sector to foreign participation in exploration and production. The sector accounts for 25 percent of GDP and nearly three-quarters of the country's export earnings.

- The electric power systems market in Korea will continue to grow through economic development and increased consumer demand. The market this year amounts to nearly $12 billion and is likely to grow 10-20 percent next year.

Non-tariff measures are principal barriers to increased exports

- Non-transparent and/or discriminatory procurement procedures inhibit U.S. exports.

- Inadequate regulatory and investment frameworks hinder U.S. firms doing business in many low and middle income countries.

Fast Track will strengthen U.S. efforts to reduce trade barriers and expand international markets which are key to maintaining U.S. competitiveness and innovation

- To combat these problems, U.S. government and industry are attempting to pursue these issues in existing multilateral and regional fora, including the WTO, APEC, ASEAN Dialogue, and by enforcing U.S. trade laws.

- Current WTO negotiations on establishing elements of a transparent agreement offer the opportunity to secure more transparency in foreign government bids, to the benefit of U.S. firms and workers.

Competition doesn't wait for U.S. leadership

- Mercosur countries are in the process of privatizing the electricity sector and expect increased demand for generation and distribution equipment. Imports supply approximately one-fifth of the equipment demand, and the United States supplies one-third of that. Tariffs range to 24 percent.

- With U.S., German and Japanese companies providing almost equal shares of energy equipment in world markets (14 percent, 17 percent and 18 percent respectively), any preferential access to low and middle income countries markets achieved by the U.S. competitors could be seriously detrimental to U.S. exports.

- The United States is the second largest supplier of electrical power systems to Thailand (behind Japan) and has only about one-sixth of the Philippines imports of electric power system equipment.

ENVIRONMENTAL TECHNOLOGIES AND SERVICES

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Flexibility is needed to negotiate agreements and increase exports in sectors where the United States is most competitive, such as agriculture, medical equipment, tele-communications and environmental equipment. Exports support an estimated 11.5 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.

We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the U.S. environmental technologies and services industries and their workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. environmental technologies and services industries and some of the difficulties our companies face around the world.

Environmental technologies equipment and services (ETE) is one of the fastest growing industry sectors worldwide

- This document includes products and services in the following areas: air pollution and treatment; water and wastewater; hazardous and solid waste; noise abatement; energy conservation; instrumentation and monitoring; and related services. All statistics in the document were compiled by the California Environmental Business International.

- The U.S. environmental technologies (ET) industry employed about 1.3 million Americans in 1995.

- More than 25,000 new jobs were created in this sector in the U.S. in 1995.

- The U.S. environmental technologies industry reached $180 billion in revenues in 1995, a 4.3 percent increase over 1994.

International markets are increasingly important to the ET industry

- Revenue generated outside the U.S. accounted for 8.1 percent of the U.S. industry's 1995 total earnings, compared to only 6.7 percent in 1994.

- U.S. ET exports increased 26 percent from $11.5 billion in 1994 to $14.5 billion making the U.S. the world's largest supplier.

- Growth in exports was responsible for 40 percent of the $7,5 billion in 1995 ET industry growth.

Access to overseas markets, especially low and middle income countries, are essential to U.S. firms

- The global market is projected to grow from about $440 billion in 1995 to approximately $600 billion by the year 2010.

- A 17 percent growth rate is expected in Asia (exclusive of Japan), and the South American market is expected to grow by 12 percent. By contrast, the Japanese market is expected to grow only 2 percent and Western Europe by 4 percent.

Opportunities abound for U.S. environmental technology

- While the U.S. enjoys over $14 billion in environmental exports only 8 percent of the U.S. environmental industry's revenue comes from exports. Major competitors, such as Germany and Japan, export in excess of 20 percent of production.

- Venezuela expects to spend more than $1 billion between now and 2001 for water treatment alone. Currently, there are no major import barriers but trade is small. U.S. firms hold about a three-fifths share.

- Asian countries represent a significant growth potential for U.S. exporters of environmental technology. The market in Indonesia exceeds $1.3 billion (of which $300 million is from the United States). Thailand's market exceeds $1 billion (U.S. exports account for two-fifths of that) and could double over the next five years. Malaysia's market is around $700 million and is expected to grow at 15-20 percent per year through 2000.

- In Korea, a major portion of the rapidly growing environmental technology market ($1.4 billion in 1996) is supplied by local manufacturers; U.S. exports amounted to less than 10 percent of the market. The market is expected to grow substantially through at least 1998. The tariff rate is 8 percent.

Fast Track will strengthen U.S. efforts to reduce trade barriers and expand international markets which will be key to maintain U.S. competitiveness and innovation

- Many of the ET opportunities in overseas markets are in public works contracts by foreign governments. However, the vast majority of low and middle income countries have not signed the WTO Government Procurement Code.

- The USG can negotiate government procurement obligations in plurilateral negotiations.

- Like the ITA, the U.S. is pursuing in APEC further sectoral liberalization on products in this sector.

Competition doesn't wait for U.S. leadership

- Brazilian experts expect $10 billion in new investment through the year 2000 as Brazil addresses significant environmental concerns. U.S. exports last year amounted to about $100 million. Tariffs range to 18 percent, although Mercosur partners receive duty free treatment, and other members of ALADI (Latin American Integration Association) receive a 60 percent duty reduction. In some cases, local participation is required for foreign investors.

- Poland has made a significant commitment to environmental clean-up and investments in the sector now account for over one percent of GDP. The pollution control equipment market exceeded $400 million in 1996, and imports amounted to over three-quarters of that. The most promising areas for U.S. firms include: air pollution control, wastewater treatment, and waste disposal. Duties are in the 9-11 percent range, but European competitors receive significant preferences.

INFORMATION TECHNOLOGY INDUSTRIES

Fast Track means expanding trade, creating more higher paying jobs, improving our standard of living and maintaining America's global leadership. With Fast Track, the President will keep breaking down barriers to our products and services. He has outlined his broad trade objectives for opening markets in Asia, Latin America, Africa and elsewhere.

Flexibility is needed to negotiate agreements and increase exports in sectors where the United States is most competitive, such as agriculture, medical equipment, tele-communications and environmental equipment. Exports support an estimated 11.5 million American jobs, including one in five manufacturing jobs and over the last four years have created 1.7 million new jobs.

We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to U.S. information technology industries and their workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about U.S. information technology industries and some of the difficulties our companies face around the world.

The information technology industries are vital to the U.S. economy

- U.S. information technology companies have operations in all 50 states and generate over 3.5 million domestic jobs directly and indirectly; this sector provides predominantly high-wage employment.

- Information technology industries have become the back-bone of the U.S. and global economy. Information technology has become integrated into all modern business transactions and is an engine of growth in global trade.

- In 1996, U.S. shipments for computer hardware, telecom equipment and electronic components was $166.4 billion.

U.S. manufacturers are global leaders

- Through diligent efforts to improve competitiveness, U.S. industry has taken back leadership in global market share, including: semiconductors, semiconductor manufacturing equipment, and printed circuit board production.

- Computer software alone, is the third largest manufacturing industry in the U.S. economy in terms of value-added and was estimated to be worth approximately $66.8 billion in 1996.

- In 1996, U.S. telecom equipment shipments were valued at $56 billion, accounting for one-third of world-wide shipments. One reason that U.S. telecommunications technology is so competitive is that the United States was the first country to open its market to competition in 1984.

Exports are an essential component of info-tech companies market strategy

- U.S. computer hardware, telecom equipment and electronic component companies exported an estimated $90.9 billion in 1996. Info-tech companies as a whole export over one third of their production.

- Due to dramatic growth in technology markets world-wide, U.S. IT companies are becoming export dependent; thus, exports are vital to U.S. competitiveness.

Access to low and middle income countries is critical to this strategy

- Emerging markets are the engine for future growth. Asia and Latin America technology markets, in particular, will continue to experience double digit growth rates, at least double the rate of U.S. and European markets.

- Brazil has the largest telecom sector in Latin America with a market worth nearly $ 8 billion in 1996, however, tariff rates are up to 32 percent.

Tariffs and non-tariff measures block access to emerging markets

- Export growth would be greatly enhanced for all information technology products if tariff and non-tariff measures were reduced among U.S. trading partners through the broadening of agreements such as the recent Information Technology Agreement.

- Non-tariff measures (NTMs) are the most significant barriers to export growth of U.S. information technology products.

Fast track will strengthen U.S. efforts to reduce trade barriers and expand international markets which will be key to maintaining U.S. competitiveness and innovation

- To combat these problems, U.S. government and industry are attempting to pursue these issues in existing multilateral and regional fora, including the WTO, APEC, ASEAN Dialogue, and by enforcing U.S. trade laws.

- U.S. info-tech companies place high priority on the implementation of tariff elimination under ITA-I. Additionally, they strongly support new and expanded coverage under ITA -II, such as expansion of product coverage and country signatories, and addressing the removal of NTMs.

Competition doesn't wait for U.S. leadership

- Since the Mercosur countries chose not to join the Information Technology Agreement, the FTAA is very important to U.S. IT companies. U.S. competitors are targeting Latin America as a market priority. Already, the European Union has signed a framework agreement with the Mercosur partners, which could give advantages to European products in the key emerging markets of Latin America.

- Preferences granted in Central Europe to the European Union under its association agreements to members like Hungary who have not yet joined the ITA may hinder U.S. exports. These preferences arise in several countries and the situation could worsen once they are fully phased in. This can be particularly difficult in the technology sector, where for example, tariff preferences can be as high as 15 percent.

MEDICAL EQUIPMENT

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We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the U.S. medical equipment industry and its workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. medical equipment industry and some of the difficulties our companies face around the world.

The medical device industry is one of the fastest growing U.S. industries and employs 261,000 high-wage, highly-skilled U.S. workers

- The industry is a top high-tech innovator and serves as an engine of growth for other high-tech sectors such as semiconductors.
- 13 of the 20 largest medical technology companies in the world are U.S. owned.
- The U.S. medical device industry is expected to grow 6 percent annually over the next 5 years. Key to this growth will be our ability to supply the increasing demand in Asia and South America for these products.

Medical device export markets are crucial to the industry

- Total medical device exports reached $11 billion in 1996, a 14 percent rise from 1995. The sector has a record-high trade surplus of $5 billion.
- Exports as a share of industry shipments were 20 percent in 1990 but were 25 percent in 1996. By 2005, 30 percent of industry shipments could be bound for export.
- The U.S. has 28 percent of the worldwide market but faces stiff competition from Japan and the EU which together account for 50 percent of the worldwide market.

Access to low and middle income countries are central to increased U.S. exports

- Since 1990, U.S. medical devices exports to China, ASEAN and the other big emerging markets (excluding Mexico) doubled, reaching $2 billion in 1996, while U.S. exports to the world increased by only 12 percent at an average annual rate of about 12 percent.

- Health care reform and hospital privatization in many emerging markets will spiral demand for U.S. products.

- Thailand's medical device market exceeds $600 million, and Indonesia's market has been growing by over 10 percent annually. Malaysia has budgeted $1.4 billion this year to upgrade health care quality, and Singapore has over $500 million earmarked for redevelopment projects.

- Brazil's large market for medical equipment and supplies (estimated to be $1.2 billion in 1996) is expected to continue strong growth as IFI loans ($715 million) continue to upgrade the sector. Total U.S. exports amounted to over $250 million in 1996, which accounted for about half of all imports. Tariffs range up to 20 percent while imports from Argentina and Chile are duty free.

The industry faces tough barriers in low and middle income countries

- Barriers include approval procedures for imported devices; government health care reimbursement policies which discriminate against U.S. products; and non-transparent government procurement policies.

- MERCOSUR countries are developing import and standards regulations which will negatively impact U.S. medical device manufacturers.

Fast Track will strengthen U.S. efforts to reduce trade barriers and expand international markets which are key to maintaining U.S. competitiveness and innovation

- Like the ITA, the U.S. is pursuing in APEC further sectoral liberalization on medical equipment.

- Many opportunities in overseas markets are in contracts by foreign governments. However, the vast majority of low and middle income countries have not signed the WTO Government Procurement Code.

- The USG can negotiate government procurement obligations in plurilateral negotiations.

Competition doesn't wait for U.S. leadership

- Global demand for U.S. medical products may shift to European and Japanese suppliers if the U.S. fails to negotiate critical trade agreements, such as the APEC sectoral initiative, which will completely eliminate tariffs and reduce regulatory and standards barriers.

- U.S. competitors are already negotiating trade agreements with low and middle income countries. For example, the EU has signed a framework agreement with the Mecosur partners, which potentially will give European medical device firms an advantage over the United States.

- Poland's medical budget is 4.6 percent of GDP. Imports accounted for over $300 million in 1996 – less than 10 percent of which come from the United States. European competitors receive duty-free treatment while U.S. exports face a 10 percent price disadvantage.

PHARMACEUTICALS

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We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to the pharmaceuticals industry and its workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Pharmaceutical manufacturing and research is a key U.S. industry

- The Pharmaceuticals industry and its suppliers employ over 218,000 workers, and represents about 1 percent of U.S. GDP with total sales of $80 billion in 1995.
- The U.S. is the world leader in discovering and developing new medicines. Of the 265 major new drugs developed between 1970 and 1992, almost half originated from U.S. firms.
- The U.S. pharmaceutical industry is the world center for R&D in pharmaceuticals. In 1996, R&D expenditures represented 16 percent of total industry sales.

Exports are vital to pharmaceutical manufacturers

- Total U.S. pharmaceutical exports reached $8.9 billion in 1996, an 11 percent rise from 1995.
- Exports are expected to increase as demand for better health care accompanies rising living standards throughout the world.
- Exports are expected to grow between 7 and 9 percent through 2000.
- Exports as a percentage of shipments has been steadily rising since 1990 and was 11.2 percent in 1995.

Low and middle income countries offer significant growth potential for U.S. pharmaceutical exports

- U.S. pharmaceutical exports to ASEAN countries (Singapore, Indonesia, Thailand, Malaysia, Philippines, Brunei and Vietnam) increased about 50 per cent since 1993.
- Korea imports U.S. pharmaceuticals at twice the rate of total imports.
- Exports to Latin America grew 43 percent.

Fast track will strengthen U.S. efforts to reduce trade barriers and expand international markets which will be key to maintain U.S. competitiveness and innovation

- Adequate patent, trademark, and trade secret protection for pharmaceutical products is essential for the development of new products and is critical for stimulating U.S. pharmaceutical trade and investment in growing markets in Asia, Latin America, Russia and other countries in the Newly Independent States.
- Additional barriers which need to be removed include discriminatory registration requirements, illicit business and pharmaceutical marketing practices and discriminatory government procurement rules. All of these severely limit US companies ability to compete on a level playing field.
- Korea does not provide national treatment with respect to reimbursement under its national health insurance system, discouraging end-users from buying imported pharmaceuticals.
- To maintain competitiveness, the U.S. industry must overcome international obstacles such as the lack of intellectual property protection; international regulatory approval; and lack of legal predictability. For pharmaceutical trade and investment to flourish it must have a business environment that offers a transparent and consistent legal framework.
- U.S. industry estimates that if trade barriers in the Andean Community (Bolivia, Colombia, Ecuador, Peru and Venezuela) were removed, U.S. sales could increase in the range of $100 - $500 million. This is also true with respect to removal of trade barriers in the Korean market.
- According to U.S. industry, removal of trade barriers in Argentina could increase U.S. pharmaceutical sales by $500 million.

Competition doesn't wait for U.S. leadership

- Brazil is the fourth largest market for pharmaceutical products in the world and is growing at 17 percent per year. Tariffs range from 0 to 14 percent, yet are not applied to Mercosur partner Argentina which has a major drug manufacturing industry.
- Japan is developing new markets in Europe and Asia and is investing heavily in R&D in a bid to catch up with its foreign competitors.
- Given the steady increase in R&D costs, the ability to develop new drugs and new global markets is expected to play an even greater role in determining the long-term growth of the U.S. pharmaceutical industry.

SERVICES

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We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to U.S. service industries and their workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about the U.S. service industries and some of the difficulties our companies face around the world.

The services sector is by far the largest component of the U.S. economy

- Four out of five private sector non-farm jobs are in the U.S. economy's service sector - 81 million in 1996.

Exports of services by U.S. firms supported and estimated 3.9 million U.S. jobs in 1996

- U.S. service exports have more than doubled over the last ten years, increasing $135 billion since 1987, and $84 billion just since 1990.

- In 1995, U.S. services exports accounted for 16 percent of global services exports; our closest competitors that year were France (8 percent), and Germany, Italy, Japan and the U.K. (between 5 and 6 percent)

- With services exports estimated to reach $300 billion by 2005 and $350 billion by 2010, the future growth in services exports is tremendous. With the expanding electronic commerce market, the growth trend in the service sector may easily surpass these estimates.

- Take for example the healthcare services industry. In 1994, exports reached $812 million, the industry is estimated to grow to $1.03 billion by 1998 and continue its growth to $1.4 billion by 2002.

Emerging markets are the fastest growing export markets

- U.S. exports to emerging markets have grown at impressive rates: nearly 30 percent to China, Taiwan and Korea; and over 20 percent to Hong Kong and Argentina.

- United States also exported over $1 billion in 1995 to the emerging markets of Argentina, Brazil, China, Hong Kong, the Philippines, India, Indonesia, Korea, Malaysia, Singapore, and Thailand.

- In Korea, transportation services account for over 6 percent of GDP, with growth of over 15 percent annually during this decade.

- Korea's construction and engineering markets could reach over $22 billion per year.

Unless negotiated away, barriers can inhibit increased U.S. exports

- Brazil has restrictive investment laws, lack of transparency in administrative procedures, and limits on foreign capital participation. The Brazilian Constitution prohibits new foreign entries into the financial sector; the government reserves the right to refuse entry to managers or executives associated with providing a service if they do not provide new technology, increase productivity in Brazil, or attract new investment.

- In Korea, a number of service sectors remain restrictive for foreign investment, including audio-visual services, insurance, telecommunications, and advertising.

- Distribution in the domestic market is restricted in Indonesia. Under Thai law, foreigners are prohibited from working in certain professions; and Malaysia maintains restrictions on advertising and radio/tv content.

- India maintains a variety of restrictions on services operations: investments in insurance are prohibited (except in narrowly defined segments); in banking, they are severely regulated although U.S. firms are active in financial services with domestic firms.

- South Africa fails to provide adequate intellectual property rights with respect to franchising. The estimated market size of fast food franchising in South Africa is $300 million.

Fast track will strengthen U.S. efforts to reduce trade barriers and expand international markets which will be key to maintain U.S. competitiveness and innovation.

- To combat these problems, U.S. government and industry are attempting to pursue these issues in existing multilateral and regional fora, including the WTO, APEC, ASEAN Dialogue, and by enforcing U.S. trade laws.

FOREST PRODUCTS

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We face a critical choice: shape the global economy to America's advantage, or turn back and fail to compete for new business, new contracts and new jobs. It is particularly important to U.S. forest product industries and their workers that we negotiate from a position of strength. Fast Track will give us that advantage.

Below are useful facts about U.S. forest product industries and some of the difficulties our companies face around the world.

America's forest products industry, with annual sales of $199 billion, employs more than 1.3 million workers

- The U.S. forest products industry is one of the top ten U.S. manufacturing industries and is among the top ten manufacturing industries in 46 states.

Export markets are increasingly vital to U.S. forest products companies

- More than 60 percent of the industry's increased output is directly tied to increased exports.
- From 1986 to 1996, exports grew annually 11.5 percent to $17.5 billion in 1996. Yet, domestic sales increased less than 2 percent annually.
- Exports accounted for an estimated 9 percent of the U.S. industry's product shipments in 1996 compared to only 5 percent in 1986.
- Future growth for the industry over the next five years is expected to be 2 percent in the United States, but 4 percent in U.S. exports of forest products.

Low and middle income countries, particularly the Big Emerging Markets, hold the greatest promise for future economic growth

- U.S. exports of forest products to the big emerging markets in 1996 were $3.7 billion, growing more than twice as fast as exports to the rest of the world.

- In the ASEAN countries, demand for imports is strong, especially in Indonesia which relies heavily upon paper pulp and waste paper imports (60 percent of which comes from the United States). Yet, Indonesia's wood product sector is heavily protected.

- South Africa imports about $125 million per year in wood/paper products. Although the U.S. share is currently small but is expected to increase as the government moves to allow private sector equity participation in the state-owned forestry and forest products company. Tariffs range up to 30 percent. The EU is currently negotiating a preferential trade agreement with South Africa that could further disadvantage these exports.

The future growth in U.S. exports will depend on the further opening of key international markets, including Asian and Latin American countries

- U.S. producers face considerably higher market access barriers (both tariff and nontariff) in a number of key foreign markets.

- U.S. exports to India are minuscule ($2 million), and tariffs are as high as 43 percent on paper/paper products.

- Low and middle income countries have much higher tariffs than the U.S. average rate of less than 2 percent. For example, the import duty for ASEAN countries and South America averages 12 percent and 15 percent respectively.

- Prescriptive product standards, especially in low and middle income countries, further inhibit expansion of forest products exports, especially for lumber and solid wood products.

Fast Track will strengthen U.S. efforts to reduce trade barriers and expand international markets which are key to maintaining U.S. competitiveness and innovation

- To combat these problems, U.S. government and industry are attempting to pursue these issues in existing multilateral and regional fora, including the WTO, APEC, ASEAN Dialogue, and by enforcing U.S. trade laws.

- Like the ITA, the U.S. is pursing in APEC further sectoral liberalization on wood and paper products.

Competition doesn't wait for U.S. leadership

- The 13 percent U.S. share of the worldwide export market for forest products could be threatened if major European competitors (Finland and Sweden have 8 percent each of the world market) gain a competitive advantage through negotiation by the EU of preferential trade agreements with low and middle income countries.

- Brazil is a major producer/exporter of products in this sector, including to the United States. Import tariffs range up to 2-16 percent while imports from Mercosur partners are zero.